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ILLINOIS, KANSAS, TEXAS AND OKLAHOMA MEETINGS

THE AMERICAN

ELEVATOR AND

GRAIN TRADE

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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

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One Dollar Per Annum.
SINGLE COPIES, TEN CENTS.

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GRAIN COMPANY**

COMMISSION MERCHANTS
GRAIN AND PROVISIONS

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"MOHAWK"

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SUCCESS

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Give Us Your Business

COURTEEN SEED CO.

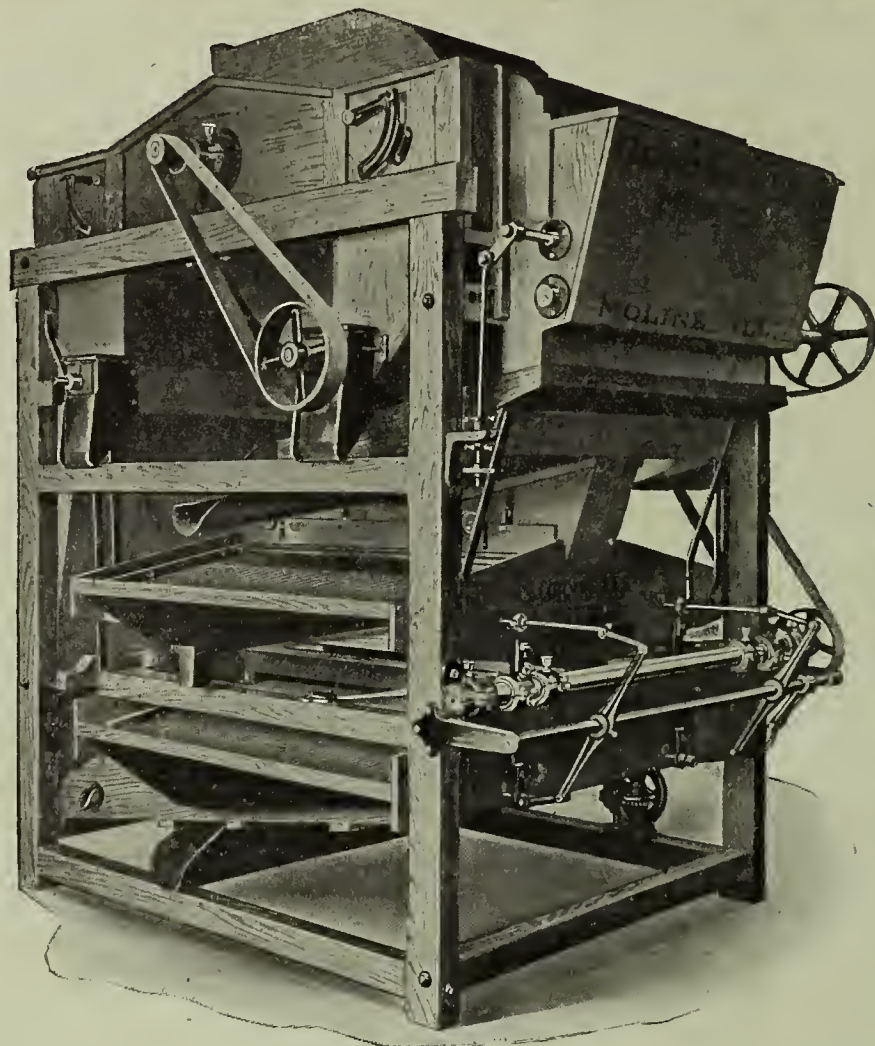
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**CLOVER and TIMOTHY
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Everything Desirable



Barnard's Separators contain every desirable feature

The journal boxes and eccentrics are self-oiling in the latest and most perfect manner.

The sieve cleaning device which is applied to the under side of the sieves, is superior to any other device used for the purpose. It lifts the clogged material out of the holes and causes it to tail over instead of assisting it to pass through with the grain.

The settling chambers are extra large, and thoroughly collect all heavy material, allowing only the light dust to be blown out by the fan.

The sieves are all adjustable and are easily removed and changed for different kinds of grain.

In short, these machines are light running, easily controlled and operated, have large capacity, are durable and efficient.

We furnish them under the fullest guarantee.

BARNARD & LEAS MFG. CO.

**MILL BUILDERS AND
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ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.

WESTERN**Means Dependability**
What It Means to You

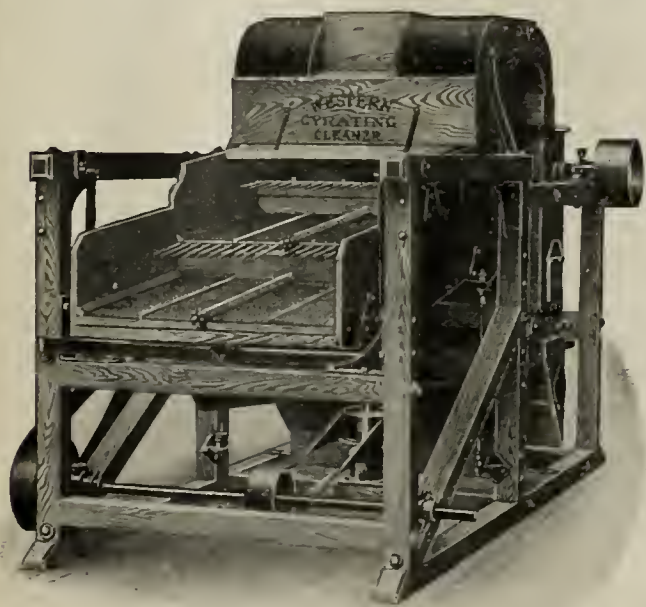
Your success with a grain separator is limited by its *dependability*. Your cleaner is not *satisfactory* unless you can depend upon it *all* the time. Ask any experienced elevator operator and he will tell you dependability is one of the most important factors connected with your grain cleaning and separating equipment.

If you want dependability and your money's worth of grain separator there is only one separator for you—the Western Gyrating Separator. Its dependability is so well established that more Western cleaners are bought year after year than all other makes combined selling at the Western price.

But price has little to do with it. What you want is *dependability*. Many elevator operators have replaced other makes of cleaners with Western separators to get *greater* dependability. Western operators never have any anxiety as to whether their separators will work *all* the time. You are safe when you buy a Western.

The machine is extremely simple, built very strong of the best material, is thoroughly braced and will not rack. We claim greater capacity, better separation, better balance (less vibration), better control, greater durability, the most convenient and least expensive machine to install, and last but not the least, the most dependable separator on the market today. Thousands of operators will verify our claim. Ask your neighbor Western operator.

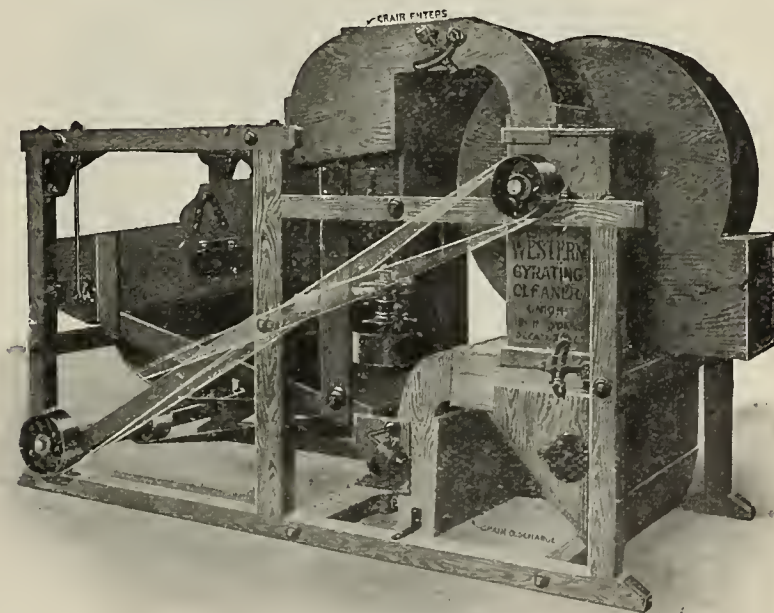
And don't forget to write for our complete catalogue giving valuable information about Western elevator machinery, our claims and guarantee. It is free. A postal is all that is necessary. It will prove profitable to you.



END VIEW

Built in 7
Sizes

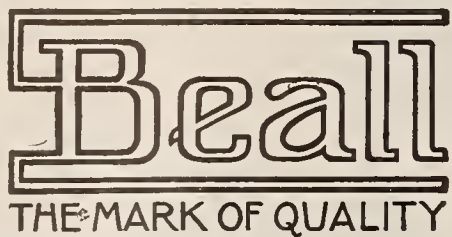
Capacities
175 bus.
to
2400 bus.



SIDE VIEW

UNION IRON WORKS
DECATUR ILLINOIS U.S.A.

Complete line of Shellers and Cleaners kept at 1221-23 Union Ave. Kansas City, Mo.



The New Rotating Warehouse and Elevator Separator

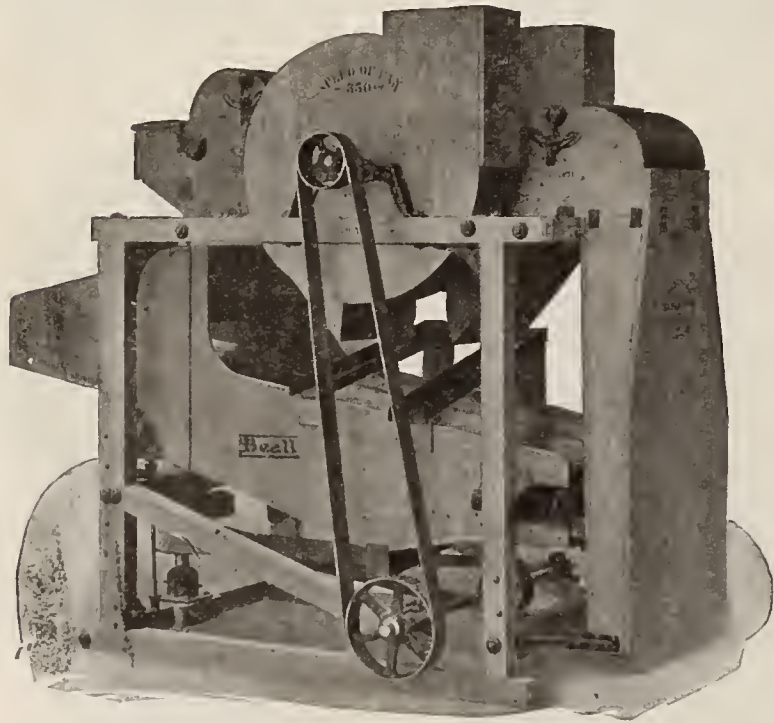
Guaranteed Without Limit

Lose No Time Deciding on the Beall Separator

Every day with the Beall means that you are putting your business on a higher level of efficiency. With the Beall Separator you have a cleaner that ensures **service, reliability and economy**, a type of grain cleaning equipment so essential to an elevator operator's success.

The New Beall is extremely simple in design built very strong, is thoroughly braced, and will not rack. It embodies all the best features found in separators of other makes, and to these we have added the following pronounced features:

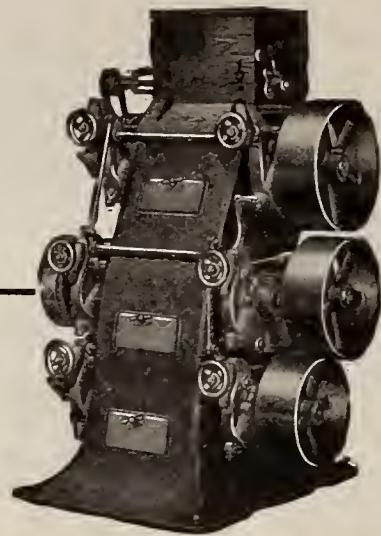
- 1st. It has a rotating motion, slow speed and perfect balance.
- 2nd. It has two fans working independent of each other.
- 3rd. It has large capacity for the amount of floor space.
- 4th. A small amount of horse-power is required for operating.



Built in Ten Sizes

A Beall Book for You.—No matter what separator you have in mind buying, post yourself thoroughly by sending for our interesting booklet on the "New Beall Separator." You will find therein ample proof of the worth of our separator and the service behind it. Your copy is now ready. Write for it today.

The Beall Improvements Co., Inc.
DECATUR, ILLINOIS, U. S. A.



You Need This Mill

for grinding feed, table corn meal,
pearl meal, linseed meal, etc.

N. & M. CO. THREE PAIR HIGH MILL

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side. See book on Mills, No. 1290, for details. If you haven't got it, we will send it on request.

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Modern
Mill

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America's Leading Mill Builders





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During the half century in which we have been building corn shellers we have never asked elevator operators to do our experimenting. Every unit of the Sidney Line of Corn Shellers is designed, checked and thoroughly tested before receiving its final O. K., thereby showing 100 per cent efficiency.

So the real question for the thoughtful corn sheller buyer is this: Has any other corn sheller passed the experimental stage? Is any other sheller as safe a purchase as the Sidney? Well, let us see.

Sidney Corn Shellers were designed with the view of Simplicity, Reliability, Durability and Economy, thereby

Guaranteeing a Profit

to Sidney operators under all conditions.

The Sidney Line of corn shellers are provided with our patent adjustment so that the sheller cylinder can be adjusted to the different conditions of the corn while in operation. All shelling parts of shelling surface are chilled, insuring durability. All parts are made heavy making the machine strong and durable and are so designed as to accommodate any elevator built. There is no choking and no cracking of grain. Sidney Shellers mean quicker, easier, better and more profitable shelling of corn and will outlast any sheller on the market today. Ask your neighbor about Sidney operation and be convinced.

Sidney Shellers Signify Satisfaction

NOTE THIS COMMENT.

North Grove, Ind., April 11, 1914.

Gentlemen:—We wish to recommend your Combined Boot and Sheller to the grain trade as the best we have ever used because we have fed this sheller to capacity on damp corn and it never choked at the hopper or boot. The buckets on the elevator were filled uniform. We could adjust the Sheller while running. It takes less power. No need of a pit. It is easier to install and needs no bracing. Is a money saver as to first cost.

Yours truly,

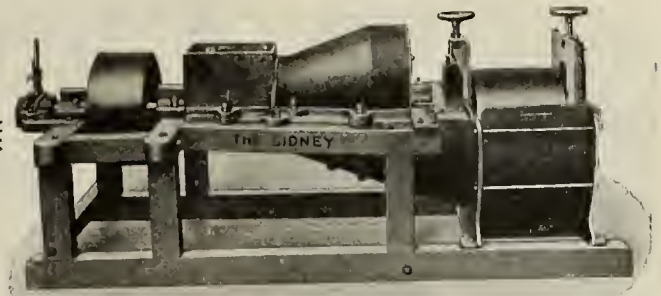
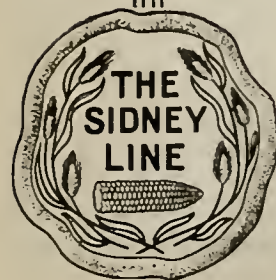
THE GARRISON GRAIN CO.

We also manufacture a complete line of elevator equipment, including Receiving Separators, Corn and Grain Cleaners, Corn Shellers, Manlifts, Wagon Dumps, Chain Drag Feeders, Indicators, Iron Heads, Elevator Boots, Elevator Heads, Steel Loading Spouts and different articles of Power Transmission.

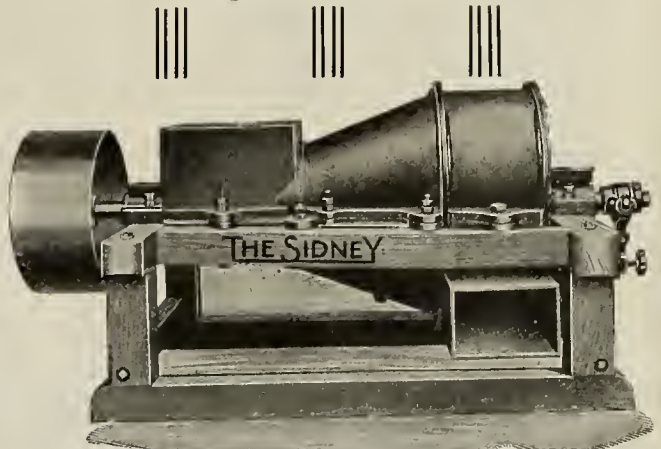
A Sidney Book For You—We have prepared an interesting booklet on Sidney Corn Shelling and Grain Cleaning Machinery. Read this booklet before deciding on your new equipment. It means money in your pocket. Your copy has been laid aside for you. Write for it today.

The Philip Smith Mfg. Co. SIDNEY, OHIO

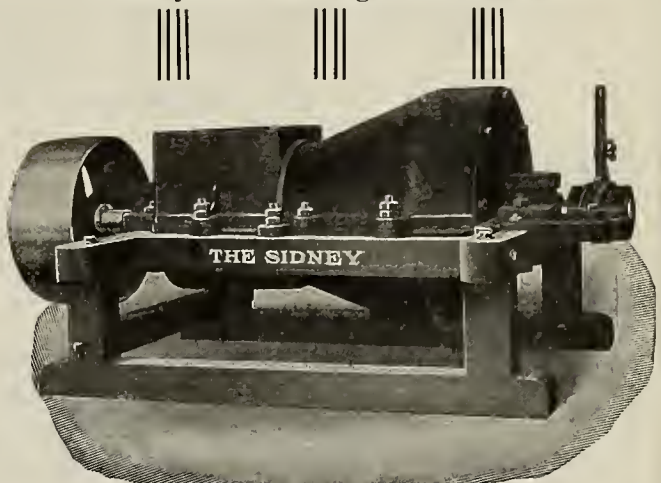
A Complete Stock of Sidney Machinery Carried at
ENTERPRISE, KANSAS



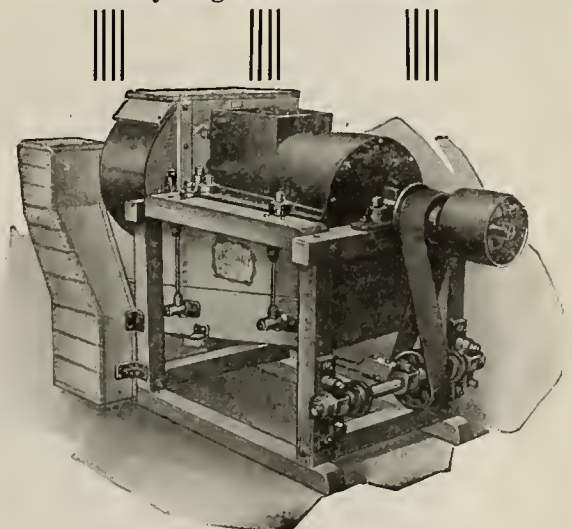
Sidney Combined Sheller and Boot, with Belt Tighteners on Boot



Sidney Fan Discharge Corn Sheller



Sidney Regular Corn Sheller



Sidney Mill Sheller



Sidney Combined Sheller and Cleaner



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Salem Buckets fill easily, carry maximum load, and empty clean. Notice rounded corners and general shape. The best elevator bucket for all kinds of grain, and mill products.

Made in more sizes and gauges than any other bucket on the market. We fill orders promptly from the large stock which we carry.

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Helicoid conveyor is well adapted to the handling of grain and all milling products; cotton seed and cotton seed products, fertilizers, sugar, starch, rice, coal, ashes, cement, concrete, phosphate, sawdust and many other articles.

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GRAIN

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Walls, Bins and Grain Elevators

By MILO S. KETCHUM

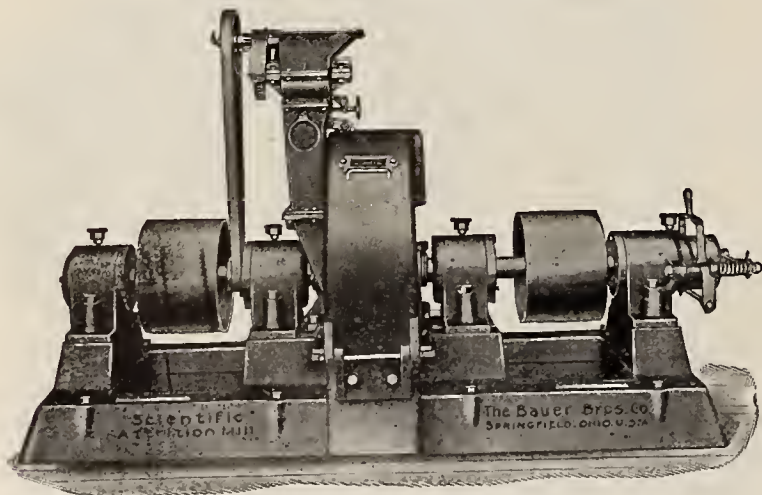
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Design and construction are covered completely in this book. The new edition brings it up to the minute with fresh data, new cuts, and a modern treatment throughout. Over 150 pages were added to the old edition. The new chapters on "Reinforced Concrete" and "Methods of Construction and Cost of Retaining Walls" are especially valuable. It is the standard work on stresses due to granular materials.

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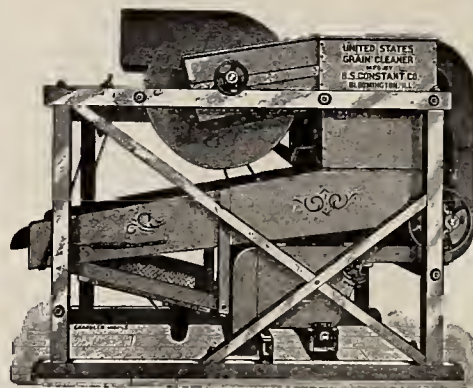


Not an ordinary mill into which have been placed ball bearings, but a machine ESPECIALLY DESIGNED on a correct principle. The ball bearings are dust proof and oil tight: no dust can work into the bearings and no oil can work out. There is no friction, therefore no hot boxes.

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is the best in the Union and should be in the top of all elevators where Corn, Oats and Wheat are shipped.

Higher Grades—Higher Prices.
Long life machine.
Ring or Chain Oiling Bearings.
Balanced Eccentric.
Five Separations and

All the Corn Saved.

The Constant Safety Ball Bearing Man-lift

the most satisfactory connecting link between Cleaner and Sheller.

Best made.
Easiest and safest.
Adjustable Brakes
which we guarantee.

State distance between floors and get our

Net Price

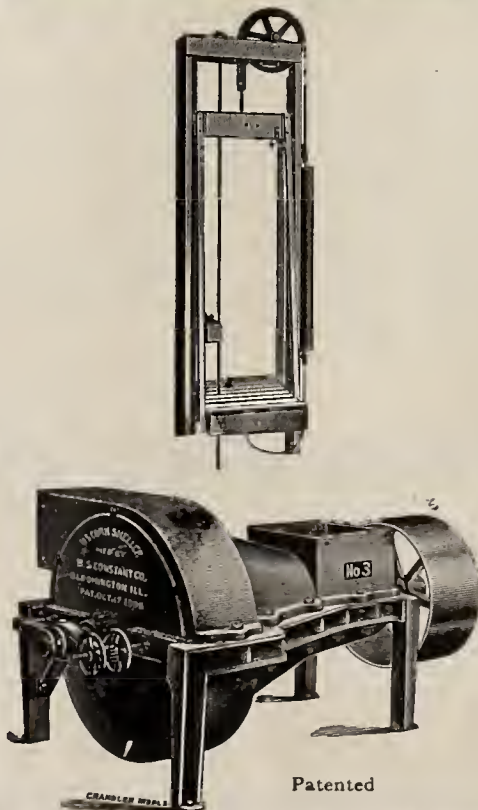
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Fan Discharge,
over or under, right or left hand.

Iron or Wood Frame.
No Lower Hoppering.
Cheapest Installed.
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PNEUMATIC Conveying Systems Designed and Constructed. Pipe work a specialty.

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Our estimators are at your service.

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Determine the Exact Dockage of Every Load of Wheat

THE EMERSON WHEAT TESTER

eliminates all guess work in dockage and saves all the wheat.

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It is the most convenient and satisfactory WHEAT TESTER made. Each machine is sold with an absolute guarantee.

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They All Point to the Bowsher

A mill that will crush or grind ear corn (with or without shucks), Kaffir in the head and all kinds of small grain.

A mill that has conical shaped grinders—which do the work close to the center of the shaft, thus effecting a great saving of power.

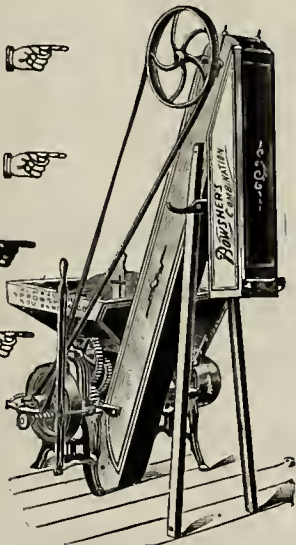
A mill that can run empty without injury, as the grinders will not strike together.

A model feed mill, light running and handy to operate; different from all others. A complete independent outfit.

These are a few of the many reasons why the Bowsher is the mill for you.

Sold with or without elevator. 10 sizes, 2 to 25 H. P.

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We send Competent Auditors experienced in the grain business, and install satisfactory systems for keeping books correctly.

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The BOSS and KING Car Loaders Pay For Themselves

VALUABLE BOOKLET FREE



WHAT THEY SAVE FOR OTHERS THEY CAN SAVE FOR YOU

Dear Sir: I have used your car loader and will say that I am more than pleased with it, and would not be without same at any price and would recommend same to anyone wishing to buy one.

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GOODHUE ELEVATOR AND MERCANTILE ASSN

J. F. Barry, Mgr.

Gentlemen: We have used our loader continuously the past 11 years, with some minor repairs. We have it in good shape, do not see where we could get a better loader.

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Respy. yours,

L. R. GOOD.

Gentlemen: The car loader you sold us has given perfect satisfaction. We are well pleased with it.

Boyd, Kan., Jan. 20, 1914.

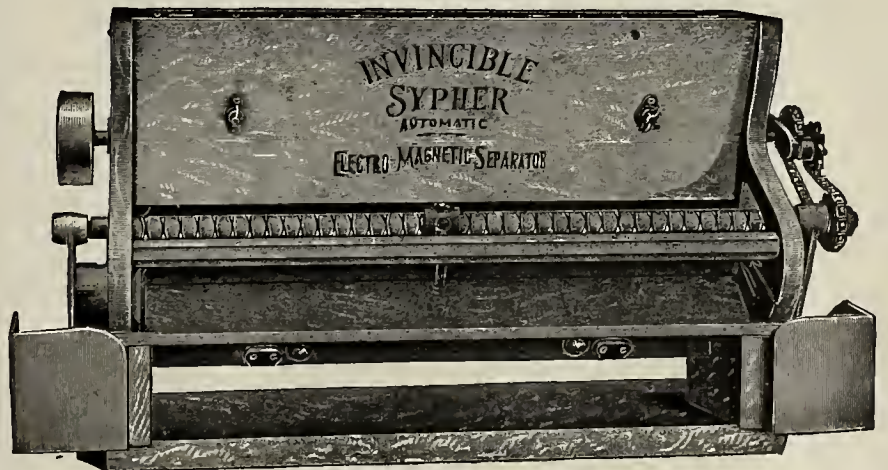
Yours truly,

E. J. EVELEIGH.

Write to your nearest Elevator Supply House for interesting booklet, or to us direct.

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THE INVINCIBLE-SYPHER Electro Automatic Magnetic Separator



Very Durable—Small Consumption of Current

Will positively remove all iron from the grain.

Has retaining force of 500 pounds, making it impossible for any iron to pass it.

This machine does not deteriorate with age—on the contrary actually becomes more efficient with use.

We are prepared to furnish a small inexpensive dynamo for it where current is not available.

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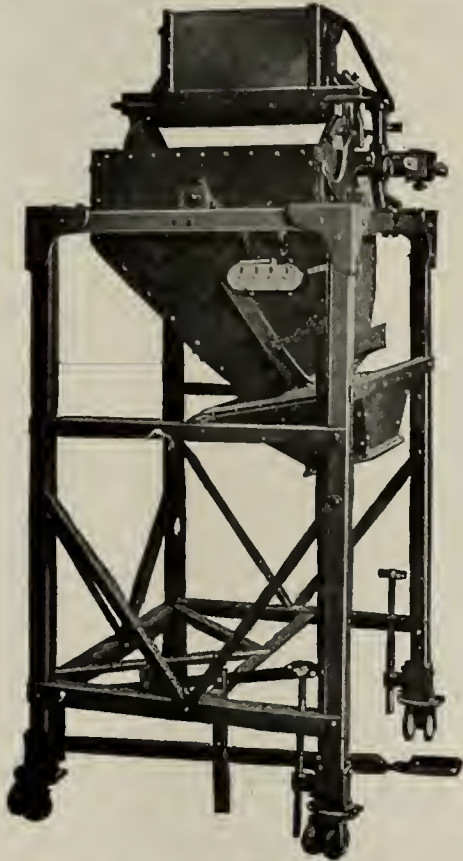
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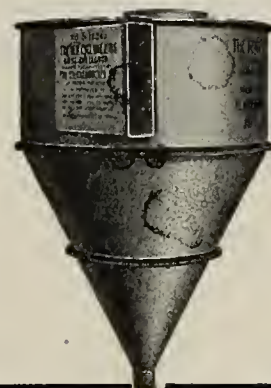
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Northwestern Agents for The Great Western Mfg. Co., Richardson Automatic Scales, Invincible Cleaners, Knickerbocker Dust Collectors



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"1905"
CYCLONE**

For
Corn Cleaners

The Knickerbocker Co.
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**MILLERS' MUTUAL FIRE
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Established 1878. Alton, Illinois

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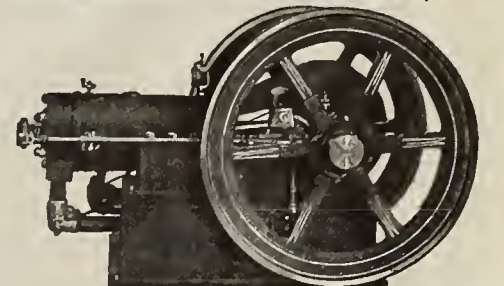
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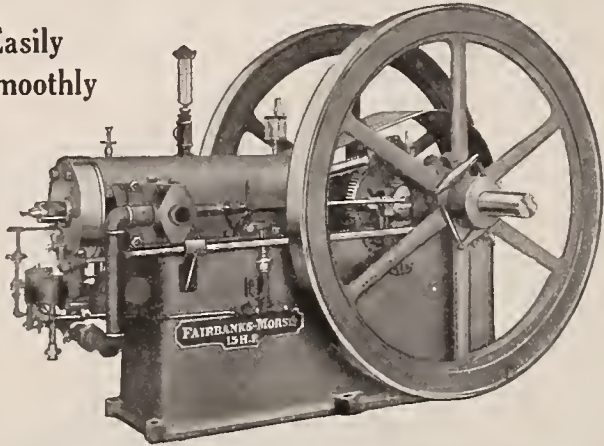
THE JOHN LAUSON MFG. CO.

59 Monroe Street New Holstein, Wis.



Fairbanks-Morse Quick-Start Oil Engines For Elevator Service

Start Easily
Run Smoothly



Use Low-Priced Fuels

Operate Equally Well on
Kerosene, Gasoline, or
Low Grade Distillate.

In Sizes 5 to 80 h. p. Other types to 200 h. p.
Write for Catalog 12K544.

Fairbanks, Morse & Co.

Chicago New York Omaha St. Paul St. Louis
Kansas City Indianapolis

Post Talks For Live Dealers

You can control all the fence post business in your locality — instead of letting part of it go to mail order houses, agents or direct-to-consumer concerns.

The American farmer demands a better product and Carbo Patented Flexible Steel Posts are his ideal, which gives CARBO dealers an exclusive advantage.

Our increased capacity—increased output—gives us an opportunity of opening up new territory—and if you will properly represent us, we will give you an agency.

CARBO STEEL POSTS

Flexible

are in great demand throughout the country. Farmers readily see the superiority of posts that set in the ground direct, which eliminates the destruction of the necessary rust-resisting covering, while the anchor insures a permanent fence for all time—and this without any concrete foundation or accessories. Carbo comes finished to do the work.

Contract for the Exclusive Sale in Your Town

and assure yourself of a good return on your investment.

- Our fixed price policy protects you.
- Our advertising campaign helps you.
- Our brotherly suggestions guarantee you success.

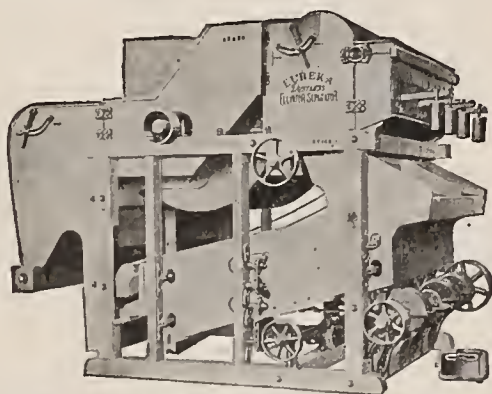
Write us for our special introductory dealers' proposition—and we'll lay our plan before you. Millions of Carbo Flexible Steel Posts are used by farmers everywhere, also by the U. S. Government and State Institutions, which give us their endorsements.

We have thousands of satisfied dealers. Why not join our ranks—now—before it is too late? Write for proposition "A"

Unit Post System (Patented) Carbo Steel Post Co., 93 Rand McNally Bldg., Chicago, Ill.

QUALITY FIRST!!

"EUREKA" Elevator Separator



HEAVY DUTY CONSTRUCTION

Equipped with Self-Oiling or Ball Bearings,
Automatic Sieve Cleaners

Multiblade all steel fans
Enclosed disc-oiling eccentrics
Guarded gears and sprockets
Headless set screws
Safety collars

"Eureka" owners—and there are thousands of them—will have no other grain cleaning machine—because the "Eureka" gives them complete satisfaction at a lesser cost! That's the "Eureka" summed up and boiled down—a machine that's never out of commission, and a machine that costs less when in commission.

GET THIS THOUGHT

When we speak of lesser cost, we mean all-around lesser cost—upkeep, repairs, attention, power—a lesser depreciation when you come to sell the machine at second-hand.

Any "Eureka" owner you talk to will tell you that his maintenance cost is one of the least of his troubles and the service he gets one of the greatest of his joys.

Let us send you our catalogue—a complete encyclopedia of everything pertaining to the cleaning of grain.

A Trade Mark
"To Distinguish the
Best from the Rest"



THE S. HOWES COMPANY
SILVER CREEK, N.Y.



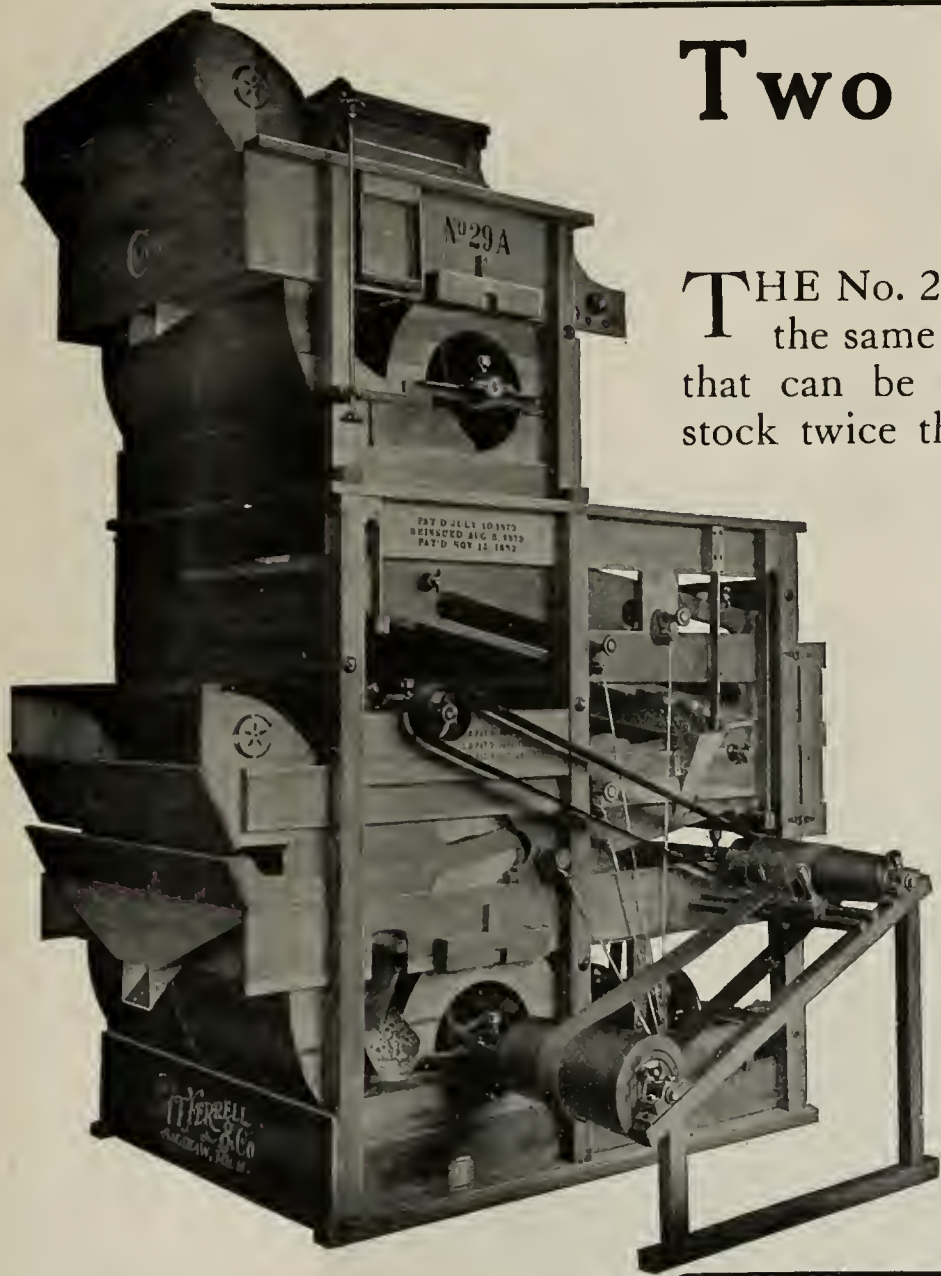
A Trade Mark,
"To Distinguish the
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REPRESENTATIVES
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Two Machines for the Price of One

THE No. 29 Double Blast "CLIPPER" CLEANER will give the same results passing the stock once through the machine that can be secured on an ordinary machine by passing the stock twice through.

It carries four full length screens mounted in two counterbalanced shoes. The stock passes over both sets of screens and through two vertical air blasts—equal to being cleaned twice.

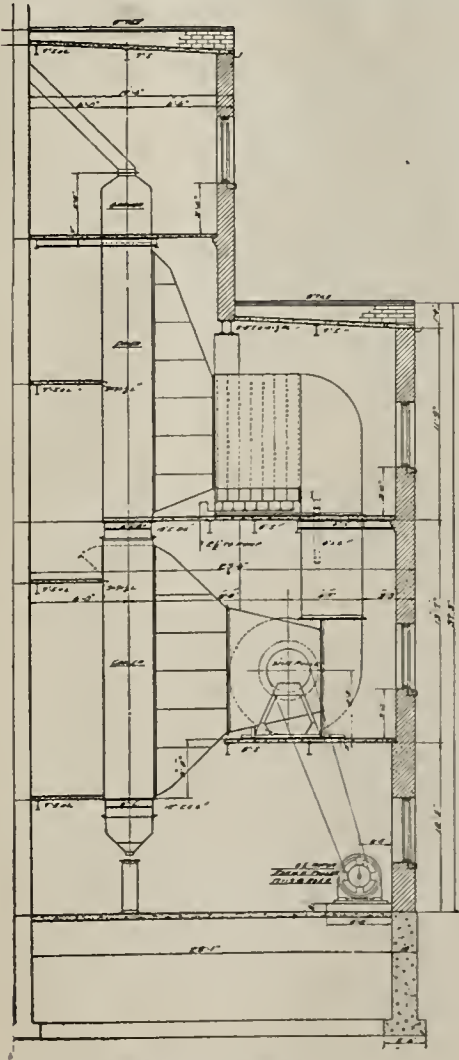
Each of the four screens is equipped with our Roller Bearing Traveling Brushes—the only perfect device ever invented for keeping the screen perforation from clogging.

The No. 29-A has no near rivals, and certainly is unequalled for the thoroughly satisfactory manner in which it handles all kinds of field and garden seeds, sweet corn, and for grading seed corn.

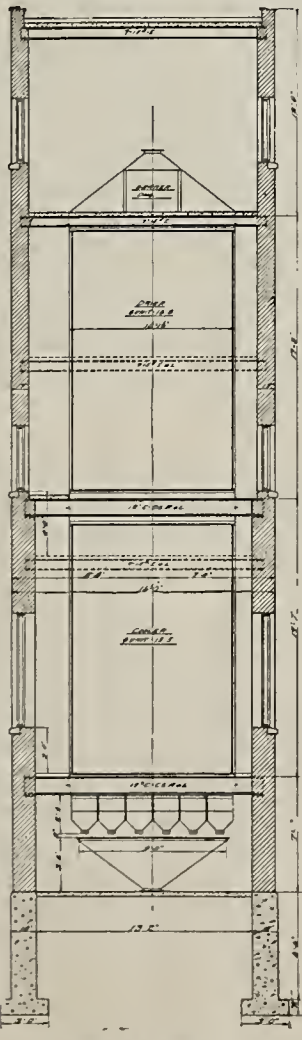
It is also equipped with the Special Air Controller, one of the many good mechanical features of our Cleaners. The Air Controller permits of wide variations of the air blasts and GUARANTEES ACCURATE RESULTS.

If you are looking for a machine with large capacity that will do the *best work* with the *least power*, write for our new catalogue No. 222.

A. T. FERRELL & CO., Saginaw, W. S., Mich.



LONGITUDINAL SECTION



CROSS SECTION at A.A.

QUAKER OATS DRIER, FORT DODGE, IOWA

The above drawing shows a recent installation made for the Quaker Oats Co., Fort Dodge, Iowa. The drier has a capacity of 500 to 750 bushels per hour. This is the third machine installed for this company.

Everyday Experience

In the actual handling of damp grain with our own driers has enabled us to produce the highest class machine in the United States for drying and cooling grain.

For twelve years we have operated our own elevator and drying plant, handling every grade and description of material coming into the Chicago market. We know therefore by practical every day experience, what is demanded of a drier. We have learned that to successfully handle damp grain you must be able to do these things:

You must be able to remove small or large percentages of moisture **accurately**.

The grain must be dried **evenly**.

The natural color of the grain **must be retained** and the material **must not be cracked or mealed**. Discolored and cracked corn will not demand a premium.

The grain **has got to be thoroughly cooled**, and—

The drying process **must be economical**, otherwise the gain in the value of the product will be discounted by the cost of drying.

The **ELLIS DRIER** is made to accomplish these results to a degree of perfection which has never been approached.

Double pressure air application; woven wire cloth construction; thin grain layers; return air system; and continuous feed are characteristics of the **ELLIS DRIER** which are appealing to shrewd purchasers of mill and elevator machinery throughout the country.

THE ELLIS DRIER CO.

Grain
Driers

Postal Telegraph Building
CHICAGO

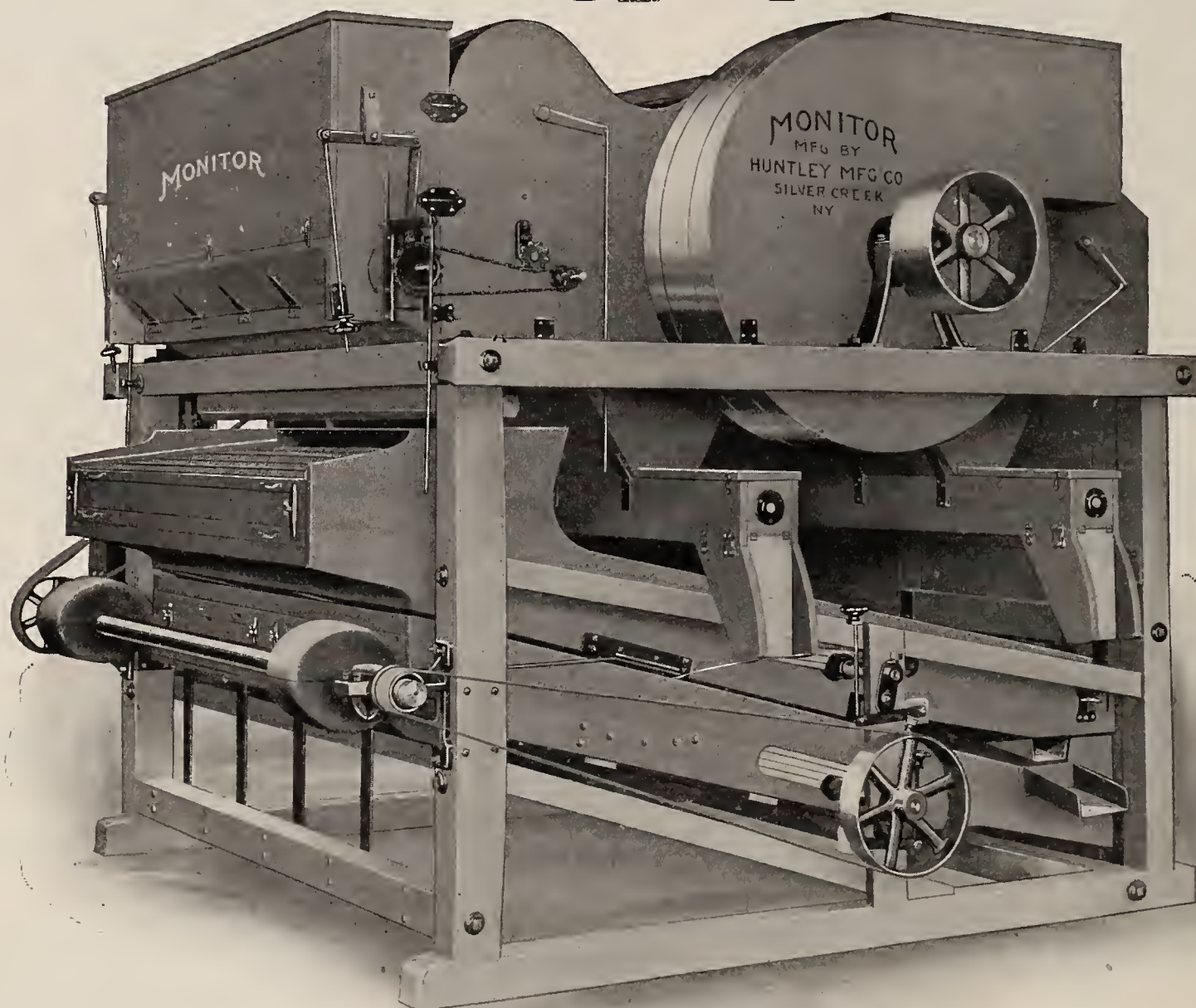
Oat
Bleachers

U. S. A.

Specify THE ELLIS: It will **not** blister, crack or discolor the grain.



Automatic Receiving Separator



Patented

America's most-imitated cleaner

Like about everything else that's best—the "Monitor" became a pattern, but this most-worth-imitating "Monitor" has never been successfully copied owing to our several patents. It stands to-day as for years—the "Monitor" Two-Fan Inimitable Cleaner, holder of all records for scientifically perfect cleaning.

A true example of surpassingly perfect, heavy-duty construction and general completeness of equipment. Our automatic model—the most consistent-performance Receiving Separator built anywhere. High-grade, refined construction, uncommonly heavy build throughout. Extraordinarily smooth running and remarkably light power are features, positively the closest cleaning receiving cleaner of today, at the same time the least wasteful in its separations. Simple and accessible mechanism, with wide range manipulation insure perfect ease of regulation. The following, a partial list of the "Monitor's" good features, covers the latest in clean-cut improvements that are improvements—for receiving cleaning work. Automatic sieve cleaners;

patented, automatic disc-oiling eccentric drive (in dust-proof, fire-proof hoods); deep reservoir, self-oiling bearings (ball bearings if preferred); counter-balanced, reciprocating shaker drive; revolving force feeder, patented stream spreaders; patented air-equalizing regulators; patented escapement gates. The biggest feature of this exclusive type of "Monitor" is the unqualified guarantee back of it, which is: An actual saving, bushel for bushel, over any other method of cleaning your grain; easier, better work with less waste of good grain—and delivering these guaranteed results with less operating expense and less cost of maintenance than any machine built anywhere for similar work.

HUNTLEY MFG. CO., Silver Creek, N. Y.

A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.



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VOL. XXXII.

CHICAGO, ILLINOIS, JUNE 15, 1914.

No. 12.

New Canadian Pacific Elevator Extension

Addition to Grain Handling Facilities at Head of Lakes Just Completed—The Largest Single Unit Elevator There—Unique Feature Permits Two Boats Lying Abreast to Be Loaded at the Same Time

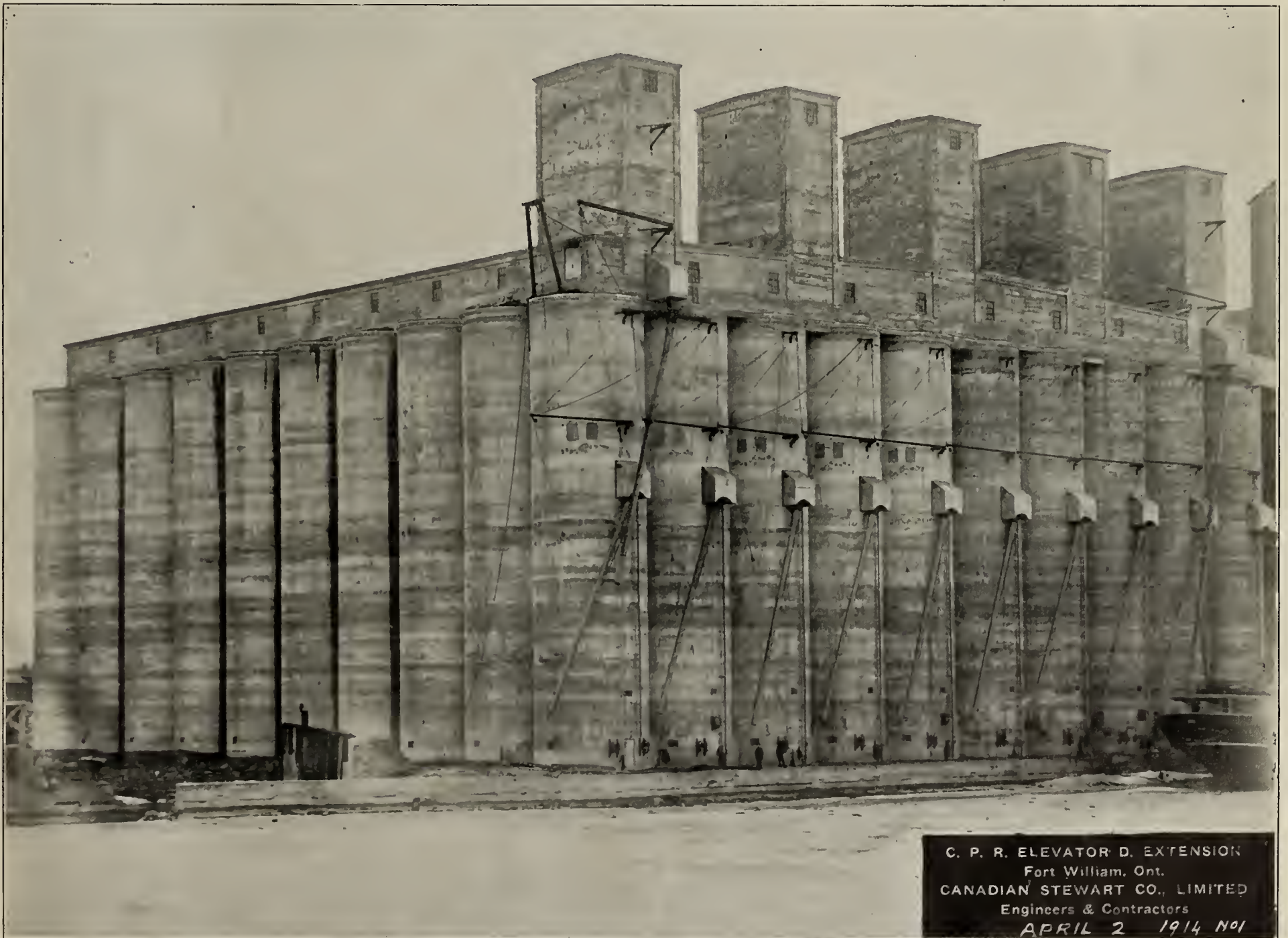
ANOTHER epoch-making elevator has just been completed for the Canadian Pacific Railroad at Fort William, Ont., by the Canadian Stewart Company, Ltd., of Montreal. It is said to be the largest single unit elevator which has been built at Fort William and has a storage capacity of 4,000,000 bushels. There are in all 100 concrete storage tanks, 23 feet 9 inches inside diameter each, and rising to a height of 111 feet 6 inches from basement to the gallery floor. The foundation consists of a reinforced concrete mattress resting on piling,

246x246 feet in size. It is the third and largest storage annex to Elevator D owned by the Canadian Pacific Railway, which has now approximately 7,500,000 bushels storage. The elevator is equipped with its own elevator legs, scales and conveyors for shipping and transferring purposes.

Grain is received in this new storage annex by means of five 36-inch belt conveyors, extending from the bin floor of the present steel storage tanks through bridges and over conveyor galleries. Five belt conveyors over the steel storage annex which

receive their grain from the head house are arranged to discharge on to the storage belt conveyors of the new annex. Each conveyor is equipped with 2 pulley tripper for discharging into any bin.

Underneath the tanks for shipping or transferring purposes there are ten 36-inch belt conveyors that carry the grain to five elevator legs or discharge to a 36-inch reversible belt conveyor, which transfers the grain to belts under the old storage tanks. These in turn will carry it to the head house for shipment by cars.



C. P. R. ELEVATOR D. EXTENSION
Fort William, Ont.
CANADIAN STEWART CO., LIMITED
Engineers & Contractors
APRIL 2 1914 No 1

STORAGE UNIT ADDED TO ELEVATOR D OF THE CANADIAN PACIFIC RAILWAY, FORT WILLIAM, ONT.
Designed and Constructed by the Canadian Stewart Company, Ltd., Montreal, Canada.

Grain to be shipped by boats or transferred is elevated by means of five elevator legs, which have an elevating capacity of 15,000 bushels per hour each. Each elevator leg discharges into a 1,000-bushel garner, which in turn unloads into a 1,000-bushel hopper scale. From the hopper scale the grain is discharged into shipping bins, which are ten in number, and from which the grain is loaded into boats by means of dock spouts. A unique feature has been provided by the installation of two extra long dock spouts coming direct from the bin

floor, which enables the operator to load a boat abreast of a boat along the dock. Or in other words, two boats abreast lined at the dock can be loaded at the same time.

All machinery is driven by individual motors with rope and silent chain drives. A freight elevator extends from the basement floor to the bin floor. The concrete dock is about 400 feet long. All the conveying and elevating machinery in the house was furnished by The Webster Manufacturing Company, of Tiffin, Ohio.

it is not up to proper grade, in his estimation. Therefore, putting out a brand which means something as to quality, and which is constant and uniform in this respect, is an advantage to the dealer as well as to the shipper; and if satisfaction can thus be secured, the dealer himself is likely to specify the brand, instead of having the consumer ask for it.

And here is another consideration. If the dealer finds that there is an advantage in having branded grain, which is easily identified, and which can be given credit or blame, as seems desirable, absence of brands on the part of the shipper may lead to one of two results: suspicion of the unbranded grain, or decision to use a brand of his own.

In fact, many retail dealers have realized the advantages of putting out their goods under a definite trade name, and have begun branding the sacks which they use, so that when they place an order with a grain concern, the provision is made that their brand be used. In this way they are able to get the advertising and consequent goodwill growing out of the development of a popular trade name.

It is to be questioned, however, whether the retail feed man is in as good a position as the elevator men or wholesale grain concern to use brands, for the reason that the latter can come closer to keeping grades uniform than the former. The feed dealer who brands everything he gets with the same mark is likely to show a variation in quality that will do much to create doubt in the minds of his customers as to the desirability of his product. Thus the chief advantage of the brand will have been removed. The retailer or wholesaler who marks his product and wants it known by a definite name must see to it that it remains standard; allowing anything else to result is to undermine the whole selling argument based on the use of the name.

The idea of *noblesse oblige* applies also to the kind of sacks used. The man who never comes in contact with the consumer by means of any brand or mark can use a poor grade of sack or a second-hand package without hesitation; but the concern which is putting out grain over its own name—using its own signature, as it were—cannot afford to attract unfavorable comment by the use of low-grade or patched and unattractive sacks. The cost of sacks is a big element in grain handling, and possibly the house which spends more than is absolutely necessary, in order to get a good-looking sack, which is clean and new and carries its brand well, is at a disadvantage to the extent of the additional cost; but beyond that the advantage seems to be in its favor.

The chief trouble that most dealers find with the trade is the fact that anybody with a cut price can land the orders. If that is true, it must be because few have taken the trouble to identify and standardize their own particular line. Those who have branded their goods, and then seen to it that the brand comes to mean a definite quality, have a powerful argument against the sort of competition which is backed only with a cut price.

NO CHANGES THIS YEAR IN CANADIAN GRAIN ACT

Although many suggestions were offered by way of amendments to the Act governing the handling of grain in Canada, the Grain Commissioners of the Dominion decided to make no definite changes in the Grain Act this year. The hearing was held in Toronto and some of the amendments asked provided for the collection of statistical information, a seaboard inspection of Western grain, the transference of the Grain Commission office to Winnipeg from Fort William and many others of major importance. It was felt, moreover, that the farmers should be given the right to ship direct to Duluth if they so desired, and that Western grain should be reinspected in transit. Owing to the fact that it is the desire of the Commission to hear more sides of the question and gather more information in various sections of the Dominion the changes have been indefinitely postponed.

To Brand or Not to Brand

The Value of Brands on Sacked Grain and Feed—Stimulates High Quality and Localizes Responsibility—Additional Cost May Be More Than Overbalanced by Advertising Value

By G. D. CRAIN Jr.

THE question of the advisability of branding sacks is one that grain dealers have begun to discuss with more interest than heretofore. It is only comparatively recently that brands have been used to any extent, and at present probably 95 per cent of the grain that is sacked is not branded. But those who are responsible for the other 5 per cent, carrying distinguishing marks of some kind or other, believe in it; and there must be a reason.

The fact that state regulations regarding grain require brands in certain instances, showing the kind and condition of the grain and the methods used in treating it, if it has been treated, means that some sacks must be branded whether the dealer wants to or not; and undoubtedly this necessity has been made a virtue in other instances by putting the name and trademark of the dealer on the sack and thus getting whatever advertising is to be had out of the enforced publicity.

It is an interesting fact, however, that the attitude of grain dealers differs radically. Some dealers brand only when they are compelled to do so; others brand only when their customers ask them to do so; some others put their own brand on the sacks except when the customer insists that his brand shall go on; and there are other variations of the scheme, all of them suggesting that the subject is one which has not been given sufficient attention and study to enable any logical conclusion to be reached by most of the members of the trade.

There seems to be little question that a certain amount of desirable publicity can be secured by the use of a brand. While some grain men are of the opinion that "quality" in feed is a proposition which is hard to reason about, since stable men and others in charge of the feeding of livestock are seldom able to discriminate, others believe that if they have a good feed and keep it up to the mark, there will be repeat orders.

"We know," said the sales manager of a large grain concern in a leading terminal market, "that certain dealers are continuing to order from us and to specify our brands because their own customers have come back for more. We have run across instances where the ultimate consumer refused to take anything except the grain which we ourselves had sacked and branded. That seems to suggest pretty plainly that there is real value tied up in a brand if it is properly made use of."

If the grain business is not entirely different from all other lines of trade—and some dealers insist that it is—there ought to be some sort of analogy between brands used in the distribution of this commodity and those which apply on others. Undoubtedly, in many lines well-known brands are extremely valuable, and could be sold for immense sums. There is a lot of good-will tied up in them, leading the public to call for that particular kind of goods by name. When that is done, the dealer must supply that particular thing, or attempt to substitute something else, thus running the risk of alienating the customer, usually who

wants what he wants when he wants it. The day when all goods were put out in bulk, and nobody took the responsibility for their quality, the last dealer being the only person known in the transaction, is obsolete, as a merchandising practice; and the very fact that most feed is now sacked instead of being shipped in bulk seems to suggest that the advantages of handling in packages has been realized by feed dealers and other customers of the wholesale grain man.

But, as suggested, there is undoubtedly responsibility attaching to the use of a brand. It implies, for one thing, that if there is anything wrong with a particular lot of grain, the man whose brand is on the sack will suffer as much as, if not more than, the retailer. In other words, if "Smith's Circle S" brand of oats makes good, and the customer likes it, he will probably ask his dealer to continue to supply "Smith's Circle S" oats; but if they turn out to be of poor quality, in the opinion of the user, that, likewise, will result in "Smith's Circle S" being tabooed thereafter in the stable of that particular feeder. It's a boomerang proposition; and the dealer who is looking for the advantages growing out of favorable advertising through a brand must also recognize the possible disadvantages resulting from unfavorable advertising through the same medium.

But a brand, if it is to have any significance other than as a mere identification mark showing the name of the shipper, should also mean something as to quality. The man who puts up "Smith's Circle S" should keep that particular brand uniform. The consumer who gets it today should get the same thing tomorrow. The dealer who finds that this particular brand means satisfied customers, with complaints eliminated, will ask for it again, not merely because his customers like it, but because he likes to sell a line of goods which don't result in a lot of comebacks. The dealer knows who is responsible, in this case; whereas the unbranded or unsacked grain conceals its identity effectually, and screens the shipper responsible for possible defects behind a cloak of anonymity.

Reference was made to the repeat order from the customer which resulted in a particular brand being provided by the dealer, whether he wanted to or not. But while it is possible that the retailer would be forced against his will to carry in stock a brand that his customers happened to like, the consideration suggested above, that he himself will desire to carry it if it will eliminate complaints, is the most potent which could be advanced. For feed dealers, like all other business men, prefer to follow the line of least resistance in the respect of doing business with their customers. They want to sell them that which results in the greatest degree of satisfaction, as shown in the absence of complaints. This, after all, is the criterion by which the dealer goes. The average consumer will not take pains to praise a particular brand of feed he may be getting from his dealer; but, on the other hand, he will kick like the proverbial steer if

Bulk Grain Carrying on the Pacific Coast

How the Steamer *Portland* Was Altered for Transporting Grain Without Sacks—Saving in Handling and Transportation—Solving the Shifting Cargo Problem

THE cities on the Great Lakes of this country have the finest system of bulk handling grain elevators in the world. In most of them, where grain is received by vessel from the West and North, marine legs have been installed, by means of which the bulk grain in the holds of the

of Oregon and Washington, and the company felt the urge of improving its service in this carrying end of the business, as the expense connected with it footed up impressive totals at the end of each season, and on the wrong side of the ledger.

When control of the *Portland* was attained by

kinds or grades of grain can be carried at the same time without danger of mixing. Each compartment is provided with separate bucket conveyors for unloading. Grain is carried from the compartments to a conveyor belt running on both sides of the vessel which carries the grain forward to the boots of the main elevators, from which it is elevated in buckets to the delivering spouts. Several distributing spouts and a belt conveyor is reproduced through the courtesy of the *Los Angeles Herald*, in one of the accompanying illustrations. The delivery spouts are mounted high enough so that they can deliver the grain into cars or elevator by gravity.

The problem of overcoming the danger from the shifting of the cargo is believed to have been solved. Grain in bulk is very flexible, responding readily to change of position of its container. This is one of the greatest arguments against measuring grain in cars by stencil, as even a sudden change of speed will pile the grain up at the end of the car. The strongest advocates of this stencil measurement have been unable to explain away this difficulty, and in like manner the danger to vessels from this source has seemed insurmountable until the *Portland* established its precedent. The hatches of the boat, one leading to each bin, are raised about eight feet above the deck level. The bins are loaded to full capacity, even to the very top of the hatchways, so that the space made by the settling of the grain is filled up from this eight foot reserve above the deck level. The only shift the grain can make, even in the most severe weather, is that in the hatchways and in the immediate neighborhood, not enough to disturb in the least the center of gravity of the vessel.

The saving in cost of transportation which these changes in the ship will make is great. While the speed of the boat has not been increased, a saving of ten days on each trip can be effected. The loading and unloading which consumed five or six days for each process when the sacked grain was handled by hand, can now be done in eight hours for loading a full cargo, and twelve hours for unloading. About sixty men were paid from 50 to 75 cents an hour before, now all but the cleaning up of the scattered grain in the bins can be done without outside assistance. The *Portland* will make five round trips every two months, instead of the



THE BULK GRAIN CARRYING STEAMER "PORTLAND"

great lake steamers is drawn into the elevators with a minimum of manual labor and the greatest possible saving of time and expense.

Along the Pacific Coast, however, conditions in the past have been quite different. The shipments of grain by steamer and sailing vessels have been, not in bulk, but in sacks, as it was believed that the shifting of the cargo of bulk grain endangered the vessel and the lives of those on board. The foreign ports to which the Pacific Coast grain was shipped had also labored under the same idea, and as a result none of the great receiving elevators of the Pacific, at home or abroad, were equipped to handle grain in bulk.

The added expense of shipping grain in sacks is very great. The added cost of the sacks, from 8 to 10 cents, is only a small beginning. Where all of the cargo has to be handled by hand, both in loading and unloading, the transport costs leap to large proportions, and result either in an increased burden to the consumer or a greatly lessened return to the producer. In spite of the obvious disadvantages of the system, this has been the unvarying practice on the Pacific Coast until the latter part of last year when the steamer *Portland* made its maiden trip as a bulk grain carrier, from Portland, Ore., to Los Angeles, Cal.

The *Portland* was originally in the ore and grain trade on the Great Lakes, and for some years performed useful service on those waterways. She was purchased by the California-Atlantic Steamship Company to ply between the Atlantic and Pacific ports by way of Cape Horn, but that company a short time afterward became defunct, and this vessel, with others, was left without a master. Later she was acquired by the Nina Steamship Company, which is closely connected financially with the Globe Milling Company, and was chartered to the latter concern.

The Globe Milling Company has several plants along the Pacific seaboard from Portland to Los Angeles. In all of the plants northern grain is milled. This has to be transported from the ports

the company, it was sent to the Craig shipyards at Long Beach, Cal., for the alterations which had been planned, and which are expected to bring about a revolution in the grain carrying methods on the Coast. The cabins and bridge, which are



A BELT CONVEYOR AND SEVERAL DISTRIBUTING SPOUTS

always forward on the Great Lakes steamers, were dismantled and moved aft. In their place in the fore part of the boat, two elevator legs were erected. The hold of the ship, according to inland custom, was constructed as a single bin of great size. This has been divided into eight compartments with sealed bulkheads between, so that as many different

three which were formerly possible. This will increase her carrying capacity by 6,400 tons every two months during the season, a saving by which the company will soon pay for the improvements in the vessel. In case the vessel fulfils the hopes of its owners, other similar bulk grain carriers will probably be put in operation.

The Romance of Grain

A History of Grain and the Grain Trade of the World from Remote Ages

By JOHN McGOVERN

Author of "The Fireside University," "Hospitality," "Paints and Pigments," "Trees," "An Empire of Information," Etc.

THE DUTCH [CONTINUED].

THE docks of the city of Antwerp in extent exceeded those of modern Liverpool, and during the ancient prosperity of the city it is said that 2,500 ships were sometimes in the harbor. During that period Antwerp was the centre of the Grain trade of the world.

WEDNESDAY'S FAIR.

For ages a very great market has been held in Antwerp every Wednesday, at which the traders of old Europe and Asia congregate.

XXIV
FRANCE

TURGOT.

Turgot, while in control of French finances, gave free trade in Wheat to the interior of France. That is, he did not allow one province to impose a tariff on the incoming Wheat from another French province. This reduced the "graft" of the nobles, and led to Turgot's fall. His fall angered the people whom he had tried to defend. The Revolution soon followed.

FRATERNAL SUPPERS.

The most striking episode of the French Grain Trade came with the Revolution of 1789, when famine after famine succeeded. During the Reign of Terror the bread was apportioned to each individual, and it was truly dangerous to have more than one's share. If a guest dined abroad he must bring his own bread. Even at the Fraternal Suppers, in 1794, this rule was enforced. Before matters became so bad, the people *en masse* met the supplies outside the walls.

THE WHEAT MARKET.

Five hundred years ago the merchants met at the Pont (Bridge) du Change.

Near this point have grown up the series of great structures called the Central Markets of Paris. The Hall au Blé (Wheat Hall), one of these, is located on the Rue de Viarmes, a short street running to the Seine River, near by.

These great markets in the heart of Paris are opened to the public by the ringing of a bell at 9 o'clock in the morning.

The Hall au Blé has been many times re-erected, and is a large circular building, with an arcade (arches) passing around the inner room. A gallery encircles the building and the granaries may be seen. All sorts of grain and flour are sold. The floor of the building is afterward covered with heavy sacks or bags, the grain for sale being brought directly into the market.

TARIFF.

At the time of the Spanish-American war France had been unfriendly in trade with America. On raising a great crop with fertilizer probably bought at the Chicago Stockyards, a tax of 36 cents was placed on imports of Wheat, and the United States was cut off. France, in bad years, needs above 5,000,000 bushels of outside Wheat.

XXV
GERMANY
SUPPLIES.

The Wheat crop of Germany does not go above 140,000,000 bushels, and the country takes ninety or one hundred million bushels more, mostly from Russia each year. The Rye crop, however, is nearly half a billion bushels. The *entente cordiale* with the Czar cut off American exports.

BERLIN.

The Berlin Bourse, facing the River Spree, in the heart of the beautiful city, is shared by the leading merchants and brokers of Germany, and its hall was for a long time the largest in the German capital. The hours are short, around noon, and strangers are admitted into the gallery entering from New Frederick street.

It was at Berlin, about 1894, during the low price

of Wheat, that a drastic effort began to prevent future sales. The result has been by no means successful or satisfactory.

HAMBURG.

Out of the Franco-German war and the prosperity and power of Germany has come the extraordinary growth of Hamburg, now the chief commercial city of the old world outside of London and Liverpool. More than 5,000 great vessels unload at Hamburg, and one of the hotels of Hamburg is the most luxurious in Europe.

The Hamburg Exchange was completed in 1841 and there are from 4,000 to 5,000 regular members in attendance. The galleries are open to visitors.

XXVI

AUSTRIA-HUNGARY.

THE GRAIN CONGRESS.

The annual meeting of the European Grain Congress, at Vienna, early in September, gives to the world's trade its first standard estimate of the season's crops.

VIENNA.

The city of Vienna was founded by the Celts and captured by the Romans, who built a *Mansio* (military Wheat storehouse). Marcus Aurelius died at this *Mansio* A. D. 180.

The city's trade is extensive, as most of the Russian grain passes through on its way to the Southern German States.

CROPS.

Austria-Hungary is composed of two great empires, and each is itself a *bund* of countries. The Hungarian portion raises two-thirds of the crop of about 260,000,000 bushels of Wheat. Austria itself raises some 60,000,000 bushels. About 30,000,000 bushels of Wheat are imported. As the Rye crop is less than 200,000,000 bushels, it would seem that the Austro-Hungarians eat less bread than most other white people. Travelers who go among the lower classes complain of the thrashing methods and the gritty nature of the "black bread." The *ekmek*, or flat cake, begins in these regions. The "pancakes" are dried in the sun.

XXVII

RUSSIA

BLACK SEA EXPORTS

Beginning at the time Wheat was so low in price, toward the close of the nineteenth century, Russia began to bring enormous quantities of excellent Wheat to the ports of the Black Sea, where it was close by Liverpool, Lisbon, Havre, Hamburg and other ports that previously had welcomed the cargoes of North America. The building of the Siberian railway and the trans-Caspian railway has increased the agricultural prosperity of the Northern Colossus. The Russians are accounted slow and lazy, celebrating a remarkable number of holidays in the name of religion. They have not raised six-billion crops yet, like the United States, but with over 700,000,000 bushels of Wheat in Russia and 71,000,000 in Siberia, and with 850,000,000 bushels of Rye in Russia and 30,000,000 in Siberia, and with railroads from Moscow to Vladivostok and Oranberg to Tashkend and beyond, Government aid, and 120,000,000 of population, the agricultural prospects of the nation are bright, especially as the community methods of the early world (the Mir) are strong there yet.

INNER ASIA.

The books of the great Swedish traveler Sven Hedin tell as little of the cereals over the vast Asiatic countries he visited as can be imagined. His mind was on geology, geography, and the nature of meters or measuring apparatus. But he "dipped his fingers in the stew" from Orenburg to Tashkend, to Yarkand, to Lake Lob, to inner Thibet, to Peking. Mutton was usually the stew and Barley was usually the grain, till the Rice-eatings were

reached. The "nomad" tribes have ladders attached to their tents. They keep both grain and flour in sacks, and there is a great deal of buying, along with kneading-troughs and flour sieves, at such towns as Tashkend, Kashgar, Khotan, Yarkand, etc. The Barley is cultivated at the *kishlak*, or winter settlement of the tribe. As Sven Hedin went eastward with his horse-caravan, he seems to have liked the *pillau* (stew) with Rice in it rather the better.

The steppes are solemn and terrible, too cold most of the year and too sterile all the year for vegetation of any kind.

Over immeasurable distances the price of a bushel of grain is very little if measured in a yard of cloth woven from cotton, silk or wool.

XXVIII

THE BALKAN STATES

REVIVAL.

After lying fallow for a thousand years the states that shook free or partly free of Turkey through the aid of Russia in 1878 began to grow Wheat again, and soon furnished 50,000,000 for export. The effect of this wealth was seen in 1912, when Turkish arms, by no means to be despised before that, were no match for the Christian allies.

[TO BE CONTINUED.]

THE ALFALFAS OF NORTHERN AFRICA

While on a trip abroad last summer, Dr. B. T. Galloway, Assistant Secretary of Agriculture, discovered a large number of alfalfas in flower, many of which looked promising, none of which he had seen in the United States. Later in the summer, seeds of all these plants were collected by a representative of the U. S. Department of Agriculture,



AN ALFALFA VARIETY FROM NORTH AFRICA
This Variety Shows Very Long Rhizomes.

chiefly in northern Africa. Most of them were found in abandoned patches of exceedingly poor soil at one time cultivated by Arabs. The manner of their occurrence suggests that they are introduced rather than native species. Whatever their origin, more species and forms of alfalfa occur in northern Africa than have been reported in any other region.

Most of these forms have never been tried on American farms. Some of the plants from which seeds were imported are puzzles in a botanical classification. Among the number there are tall, strictly upright forms with glutinous hairs and large yellow flowers. Others of this class have bluish green flowers. Some again have falcate pods studded with glandular hairs. Some of these plants have more seeds to the individual than any hitherto recorded. Seedlings from all these plants, including 49 forms, are now growing at Washington and they will be used shortly on a small scale for testing, so that a study can be made of them as a basis for future hybridizing.

A plant which is peculiar in a great many ways was found a few miles west of Algiers. This plant,

which has longer rhizomes than any other wild alfalfa received by the Department of Agriculture, is shown in the accompanying illustration. Some rhizomes or roots developed on a specimen brought to Washington which are over 3 feet 6 inches in length. One plant observed covered an area of fully 9 square feet. The rooted growths of the previous season were easily traced to the mother plant, which was evidently little more than a 1-year-old seedling. In the case of older plants it was difficult to disentangle the rhizome growths. This plant has purplish yellow flowers and glandular hairy pods. Its nature seems to fit it for growth in arid regions, especially in sandy soils or in those not liable to become hard. There is a possibility that this plant may be found to endure considerable cold, as the rhizomes are very deep in the soil.

A MAMMOTH HOUSE FOR WESTERN CANADA

One of the largest elevators in the country, and second to none in completeness of equipment, is now in process of erection by the Board of Grain Commissioners for Canada at Saskatoon, Sask. The accompanying illustration is from the architects' drawing, the structure itself hardly being in condition to give an idea of its size or plan. It is expected that the house will be ready to handle grain about December 1 of this year. The total cost is estimated at \$1,250,000.

In the workhouse of the plant there will be capacity for 500,000 bushels, and the fastest known machines for handling, separating and cleaning wheat, oats, flax and barley. The drying plant will have a capacity of 24,000 bushels of damp grain per day. The driers are installed in a separate building. There are 112 bins in the workhouse. The building is 175 feet wide and towers 180 feet

quate. Spur roads connect the house with the main lines of the Canadian Pacific, the Canadian Northern and the Grand Trunk Pacific Railroads, and the yards in connection with the plant provide storage for a large number of cars, separate tracks being maintained for each railroad so that no trains may become mixed. The receiving capacity will be 13 cars per hour and the loading capacity about 24 cars per hour.

In the plans of the Board of Grain Commissioners this new house is called an Interior Storage Elevator. It is a link in the chain of grain stations which will eventually be the most complete grain handling system in the world.

OATS PRODUCTION IN SOUTH DAKOTA

After a careful test of the leading varieties of oats grown in South Dakota, over a period of years, the Agricultural Department has issued a bulletin (39) giving the results of the experiments both as to variety best adopted to the soil and climate and the best manner of culture.

The experiments were conducted at four stations in the state, having a wide variety of soil and climatic conditions. It was found that at the average price for oats it was necessary to produce 20 bushels to the acre to pay expenses. All over that amount represented profits, all under the 20 bushels was a direct loss. In the cultural tests it was found that best results were attained after a cultivated crop and with seed that was thoroughly fanned. Just what proportion each of these factors bore to the increased yield was not determined, but both are important. The difference between the good cultural methods and the ordinary methods, with the Sixty Day variety, was: Two days more to mature; an increase of seven pounds to the bushel in weight; and an increased yield of 12.5 bushel

distributed widely over the northern states. The grain contains 17 per cent of protein and 25.5 per cent of hull. The grains are over half again as heavy as the Sixty Day grains and are white. It is recommended as the best medium late variety for the Dakota conditions.

DETERMINING ACCURATE WEIGHT OF GRAIN

One of the state experiment stations has recently made a study of the variation found in the weight of grain measured in the standard of grain testers. These testers, which are common throughout the



STANDARD GRAIN TESTER IN POSITION FOR WEIGHING

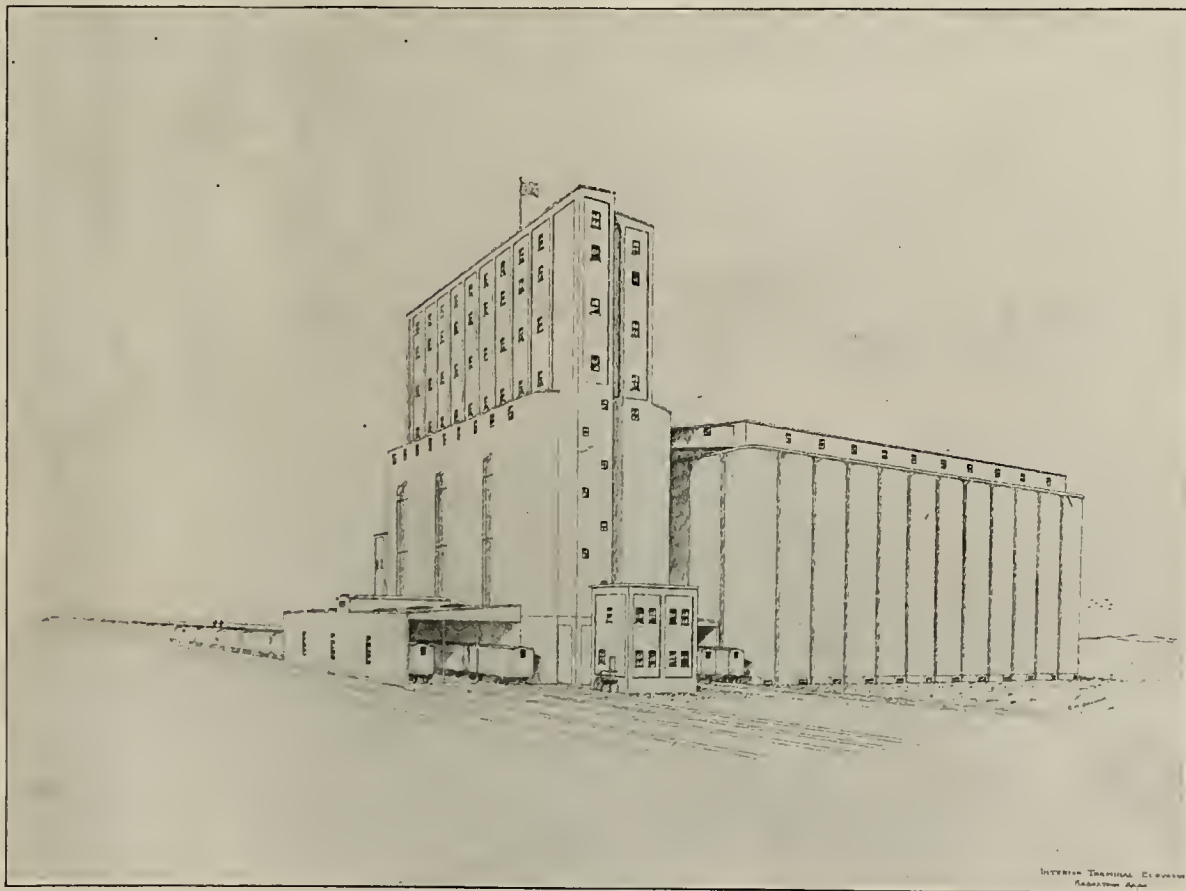
trade, come in one and two-quart sizes of brass bucket and the usual scale of the steel yard type, an improved example of which is shown in the illustration. This bucket holds one-sixteenth of a bushel; its total capacity for weight measurable by the scale is four pounds.

When the average dealer takes his tester to try the weight per bushel of a sample he follows one of several courses, that is, he either pours the grain into the tester and then levels it, or he scoops the tester into the grain and levels it or he may shake and settle it, using either of the previous methods of filling. These various operations all give different results in the ultimate weight per bushel, and it was to try and establish a best plan that the experiment station carried on a thorough test, using a standard oats for the grain.

The final recommendation arrived at is given in the following method: Pour the grain into the bucket, filling it rounding full and settle by shaking down five times. This shaking down consists of holding the bucket firmly with both hands, and giving it short, quick downward movements, bringing it to an abrupt stop. After this the grain is leveled off flush with the surface of the bucket by a zig-zagging movement of a beveled straight edge, held on the bucket's rim.

It can be said that the simple method of pouring the grain into the tester and levelling off gives quite accurate results, but settling the grain decreases the variations and increases the mean weight per bushel. These devices as a whole give results possessing a high degree of accuracy and variations in weights per bushel by them are at worst small.

Reports from Superior, Wis., show grain held in storage, both elevator and vessel, valued to the extent of a king's ransom. The 9,528,916 bushels of various grains at the present market prices approximate \$7,500,000.



ARCHITECT'S DRAWING OF THE SASKATOON ELEVATOR, NOW UNDER CONSTRUCTION

above the ground level. The construction of the entire plant is of reinforced concrete, the legs and spouts being of metal. In fact, in the whole building no inflammable material of any kind is used.

The foundation is laid on 9,000 piles which rest on bed rock, a provision absolutely essential for the support of the great weight which will have to be sustained. The storage tanks are arranged in batteries of twelve with interstice bins, the total number, not counting the bins in the workhouse, being 150. The total capacity of the plant is 3,500,000 bushels of grain, the number of separate bins being provided so that each shipment can be kept apart if necessary.

The handling facilities of the elevator are ade-

quate. Spur roads connect the house with the main lines of the Canadian Pacific, the Canadian Northern and the Grand Trunk Pacific Railroads, and the yards in connection with the plant provide storage for a large number of cars, separate tracks being maintained for each railroad so that no trains may become mixed. The receiving capacity will be 13 cars per hour and the loading capacity about 24 cars per hour.

In the plans of the Board of Grain Commissioners this new house is called an Interior Storage Elevator. It is a link in the chain of grain stations which will eventually be the most complete grain handling system in the world.

Of the medium late varieties the Swedish Select was found to be the best. This variety was brought from St. Petersburg, Russia, in 1899, and is now

The Corn that Did Not Grow

The Turnbuckle Elevator Company Is Confronted with a Serious Case for Damages—
A Little Detective Work on the Right of Way Puts a New Light on the
Matter and Reforms a Hardened Sinner

By GUIDO D. JANES

MART HARDIN came in from his farm near Indian Grave Lake. He was apparently out of sorts or pretended to be, and after entering the office of the Turnbuckle Elevator Company, used language with intent to incite a riot.

Manager Backbone was consigning some grain to Chicago at the time. Laying down his pen he immediately oiled the troubled waters with a smile.

"Don't get so out of sorts," said the manager. State your troubles and the Turnbuckle Elevator Company will make them good."

"My troubles is a plenty," returned the man from Indian Grave. "Thet pesky seed corn ye sold me is no 'count. Didn't even sprout. I paid \$2 a bushel fer it and on two hundred acres it amounts up ter a lot. Big crops is predicted this year and on that basis ye owe me \$1,200. Will ye come acrost peaceably, er will I have to sue?"

"Neither, Mr. Hardin. We will settle it all right. I am not sore on yourself or myself either. Squareness is the word here. If we err the money is yours, and if you are in the wrong you buy me a new hat."

"All right. Whin'll ye know?"

"Next week."

"Agreed. (aside) What an easy mark."

After the imperious kicker left, Backbone perched his feet on the desk and laughed.

"One of the foxiest fellows around these parts," he remarked, addressing his remarks to a large calendar hung on the wall. "Crooked as a tub of sausage skins."

The stenographer looked at him.

"He did not look the part," ventured the lady.

"That's just the reason he gets past with so much of his skullduggery. I bet a farm he fed that seed corn to his stock and planted some of his old damp moldy corn from last year's harvest."



WITH INTENT TO INCITE RIOT

"But can he win against us in a suit?" asked the same lady.

"Yes, unless we can prove a strong alibi as it were, against him. You take a farmer jury and they will stick us every time. But I think I can take the wind out of his sails. Was there a shortage on that car of seed corn we got the other day and part of which was sold to this rascal?"

"Yes, four hundred and fifty pounds."

"Good. It leaked out in shipping."

The stenographer looked perplexed at this, but said nothing.

"I'll get Foreman O'Bryan on the job," he continued. "He will make Martin look like thirty cents."

Whereupon he blew into a tube beside his desk

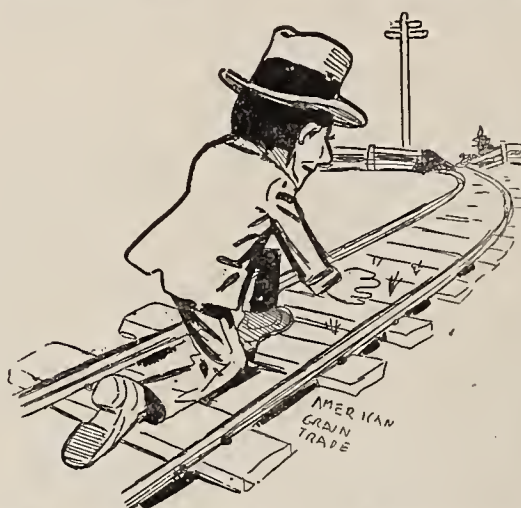
and after a moment's pause requested through same that the foreman come to the office.

Hardly had the manager resumed his regular posture when O'Bryan entered.

"Go down the right of way," said Backbone to the newcomer, "between here and the junction and pick up fifteen specimens of sprouted corn. Don't go outside the road bed for them. Understand?"

The foreman with true Irish instinct smiled.

"I see," he began. "Th' railroad sued ye fer



O'BRYAN ENROUTE TO THE JUNCTION

planting corn on their roight iv way, an' ye'r takin' it up to avoid suit."

"No, O'Bryan, the road is not involved this time. Get busy."

"Yis, soir."

The trusty foreman then walked all the way to the junction and got on his hands and knees gathering up the required number of specimens. The kernels were identical to those which had been sold to the Indian Grave farmer. These he triumphantly took to his boss.

"Now we have the bull by the horns," laughed Backbone joyously, after identifying the sprouted

"Why hain't it fine for me?"

"Leaking grain from the car has turned state's evidence against you. See here," and he picked up a handful of sprouted corn. "My foreman picked these up between here and the junction. They leaked out of the same car that I sold the seed corn to you from. I am a man of peace and honesty and will give you another chance to make good. Sign a pledge that you will never lie, steal, or cheat again and cut out all things that tinge of wrong. Either do that or take a beating from me." (Here he rolled up his sleeves.)

"Make out the pledge, I will sign that. You got Detective Burns skinned a mile."

"Thanks. Here is the pledge. Sign here."

"All right, and I'll git yer hat tomorrow."

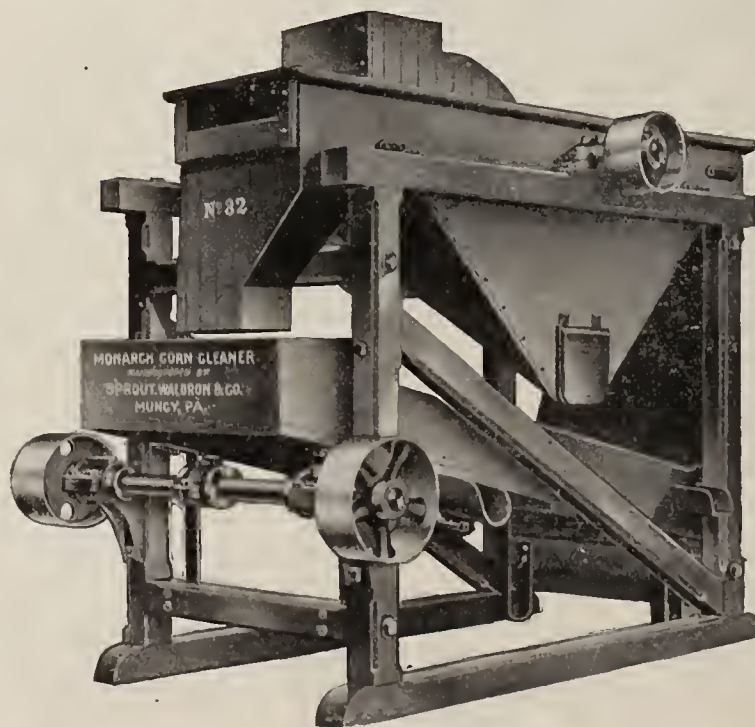
PREPARING FOR THE CROP

All reports and every indication point to bumper crops, some already in transit, in the Middle Southwest. Railroads have done their best and grain cars ready for the movement are stored along all the lines, to permit of ready shipment and eliminate congestion. Harvest in this territory starts about the tenth of June and continues well into the summer. Agricultural agents and labor commissioners in Kansas, Missouri, and Oklahoma, have asked Secretary of Labor Wilson to help provide men for the harvest fields. More than 80,000 men are desired on the wheat lands, to be hired at pay ranging from \$2 to \$3.50 a day. The period of employment is from three to six months. Preparation is thus not lacking to receive the full benefit of a record season.

A TRI-GRADE CORN SEPARATOR AND GRADER

The demand for cracked corn, which up until a very few years ago was satisfied with a product containing the meal, bran and hulls direct from a burr or rolls, now calls for a more specific article. Getting in line with this demand, Sprout, Waldron & Co., of Muncy, Pa., decided to turn their efforts towards the production of a machine to produce a clean, uniform and unmixed product. The result—aut "Monarch" output was the Cracked Corn Separator and Grader.

Its operation is dustless from the start since the cracked corn enters a regulating feed box and



THE MONARCH CRACKED CORN SEPARATOR AND GRADER

kernels as those which leaked out of his last car of corn. "Now we will throw the hooks into that dishonest cut-throat farmer."

At the expiration of the week Martin blew in.

"Fine mornin'," he began with a confidential victorious air.

"Fine for me but hardly for you," was the bland reply from the manager. "Sit down."

passes through a strong air suction. A corrugated roll starts the cracked corn evenly over a scalping sieve where the large foreign particles and any whole kernels are removed. The following sieves take out grits and fine meal, and a second grade of cracked corn. After these separations the meal is sieved from the grits and third grade cracked corn graded from the second, each product being

conveniently handled by conveyors to an outlet spout or leg.

Each machine shows the latest application of principles, and is improved mechanically having self oiling bearings, ball bearinged shake-eccentric, and an automatic traveling brush screen cleaning device. Reports seem to show that great satisfaction has been the experience of users of the three sizes in which the machine is built.

GRAIN FACILITIES IN THE NETHERLANDS

Holland is one of the smallest countries of Europe and is in a manner self-supporting along agricultural and food product lines. The exports of this diminutive nation are nearly four times its imports in value. It stands unique in the world's grain trade, raising from 5,000,000 to 6,000,000 bushels of wheat on its lowlands, importing from 70,000,000 to 80,000,000 bushels and retaining for itself only some 16,000,000 bushels of wheat and flour. Thus it stands between producer and consumer, setting a good example to the latter with its average per capita consumption of 4 bushels of wheat.

Although Amsterdam is the chief commercial center of the Netherlands, Rotterdam is the principal port and renowned as the world's seventh shipping city. At that it is located on a river and is thus not a direct seaport. But from the river extends that vast lacework of canals, giving access to all parts of Holland, and grain and flour are sent inland for hundreds of miles.

The accompanying illustration from *Milling* shows the docks and one of the largest grain elevators at Rotterdam. The bins run solidly 12 deep and six wide, built in octagonal form. Conveyor galleries extending to the water front permit the unloading of large cargoes and the filling for export of several barges at the same time. Many of the large importing houses are at Amsterdam, but have their elevators and branches at Rotterdam. Here wheat from Argentina begins to arrive in March. Russian and North American winter wheat come in good volume in August, followed by spring wheat in September.

Dutch millers have not prospered, Holland being a free trade country, the only one in Europe except-

A SMILE THAT IS BETTER THAN ADVICE

"Don't be advised by other people."

This is one of the chief rules which William T. Kemper of Kansas City, Mo., gives to the young man who asks him. It works all right if one has a long head set properly upon the shoulders. It worked all right in Mr. Kemper's case, for his life



WILLIAM T. KEMPER

is a history of disregarding other people's advice and a steady advance in position and authority to the controlling stockholder in a great milling and grain company and the head of one of the largest banks in Kansas City. Every milestone which marks the progress of the man, every change which he undertook in his life work, was against the counsel of friends who believed they were acting in the best interests of the man. Always against this advice William Kemper balanced the results of his

latin, Mo., he was ambitious to get to the city. His family advised against it and even refused their permission. He ran away and within two years was a traveling salesman for a mercantile house in St. Joseph. He was successful and saved money. He bought a country store, against the advice of friends in the trade, and in seven years had cleared \$25,000. Then he went to Kansas City and engaged in the grain business. This, his friends told him, was madness. In three years he was doing the largest business in the Board of Trade. Then he organized the bank of which he is now president, and has brought the institution to the prominent position it holds in financial circles of the West. Every step was made in the face of dire predictions of failure. Failure and William Kemper are not on speaking terms.

Now the reason of this success was not because he disregarded advice. It was only that his optimism is so great that there is no room for fear or pessimism in his make up. He sees in rose hues. It is reflected in his face and manner in a smile and handclasp that has made more friends than have come to any other man in Kansas City. A man can smile when he doesn't mean it and get away with it sometimes. Sooner or later it is found out and the efficacy of the smile is gone. William T. Kemper's smile is in his heart and is there to stay. So now let's amend that advice which Mr. Kemper gives, and take from his own experience the results of his own practice.

Smile honestly, and you won't need advice.

LOSS OF WEIGHT OF GRAIN IN STORAGE

It is a belief commonly held by most grain growers and shippers that all grain held in storage for any considerable time will lose weight. This loss has been variously estimated at from five to 25 per cent, and the general belief held good irrespective of the conditions of growth and marketing of the grain. The superstition, for so it has proved to be under certain conditions, effected prices to some extent, for a farmer would rather accept a discount for immediate sale of his grain than stand the supposed loss of weight during storage.

Realizing that definite information on the subject was desirable, Frank S. Harris and George Thomas, of the Utah Experiment Station, began an investigation in August, 1911, which continued for two years. The result of the experiment is of interest to all dry farming regions. Of course it is only in such regions that the results may be applied.

Seven sacks of wheat of different varieties were used, and two sacks of oats. The sacks were of burlap, holding about 130 pounds of wheat and somewhat less of oats. The bags were weighed each month and an accurate record was kept of temperature and precipitation during the entire experiment.

The percentage of moisture in the wheat at the beginning of the test ranged from 6.48 to 8.67 per cent; the oats contained 6.12 and 6.25 per cent. At the end of the experiment all of the grain tested above 8 per cent, the gain ranging from 0.61 to 2.75 per cent. Every single sack in the experiment gained in weight. The grain with the highest original moisture content gained the least in weight. The summary of results is as follows:

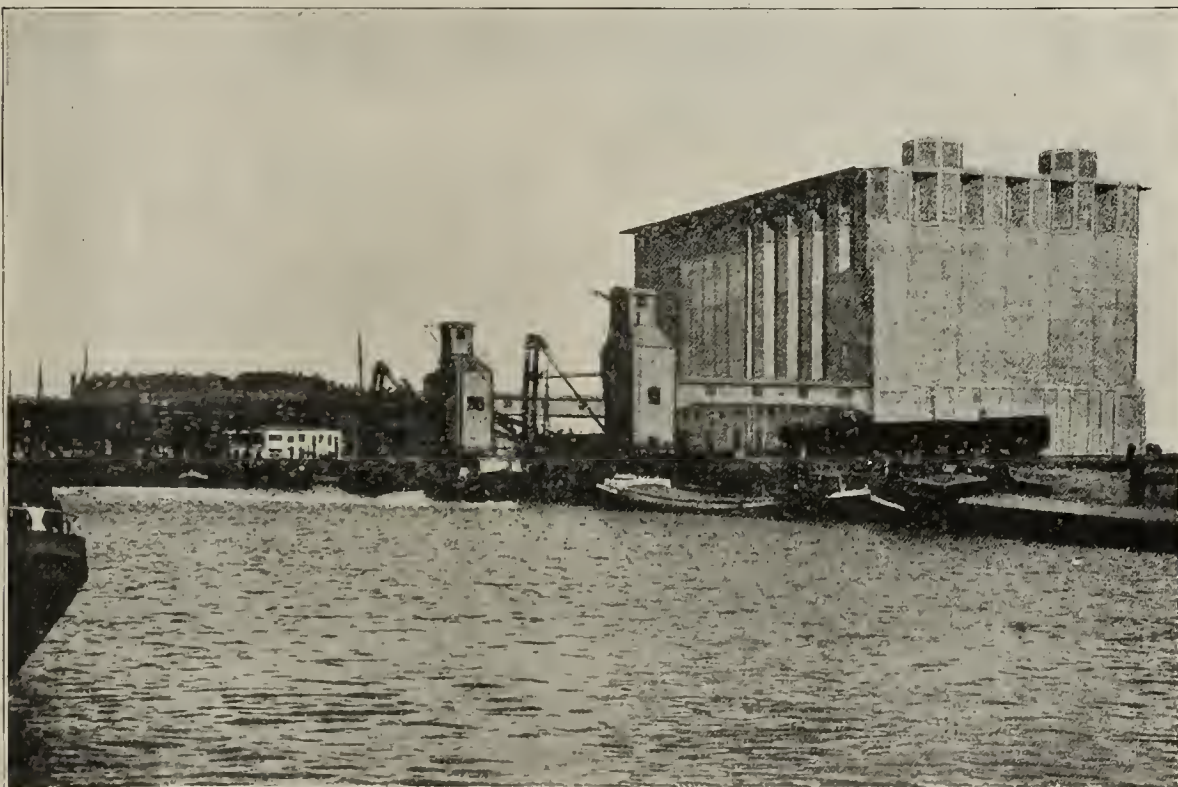
1. Contrary to popular opinion, there is a gain of from 2½ to 4½ per cent instead of a loss in the weight of grain during the fall after harvest.

2. While this holds for Cache Valley, Utah, other conditions would probably not give just the same results.

3. Farmers and grain dealers should know what changes take place in the weight of grain handled by them.

4. The method of raising or harvesting grain did not seem to have as much effect on the change in weight as the temperature and humidity.

5. In every case there was a gain in weight during the winter, and a loss during the summer, but the grain weighed less at threshing than at any time later.



THE PORT OF ROTTERDAM, HOLLAND

ing Great Britain. American flour and grain products are imported liberally. It must be said, however, that with Holland's 70,000,000 bushels of grain imported each year, she demands a rather small amount of foreign grain to amply fill her own six million mouths. However, it will probably be many years before the frugal instincts of the Dutch are entirely overcome. In the meantime the home consumption increases very slowly.

own judgment, and in every case his judgment was found to be the best.

Under these circumstances many, perhaps most, men would have failed at one time or another. You see it all depends on the length of the head and the way it is set. Unless you are sure of these two characteristics the advice which is given above needs some qualification.

When Mr. Kemper was a boy on a farm, Gal-

Bull. 130
L.P.

Seventeenth Annual of Oklahoma Grain Dealers

Oklahoma City Welcomes Guests—Transportation Problems Discussed—The Pure Seed Campaign Receives Boost—Absence of Insect Pests in Oklahoma—Election of Officers

In Oklahoma City beginning Tuesday afternoon, May 19, and continuing through the following day, the Oklahoma Grain Dealers' Association held its seventeenth annual meeting in conjunction with a session of the Oklahoma millers. The meeting was called to order by President R. H. Drennan of Oklahoma City, who, after briefly noting the pleasing outlook for a good year of crops, introduced the mayor, Whit M. Grant, for a welcoming address. Mr. Grant was at one time a grain dealer, and expressed the interest he felt in the Association and its accomplishments, which, he declared, had surpassed those of any other organization in forwarding the interests of Oklahoma. Better methods of farming and the more careful selection of seed by the dealers and farmers were Mr. Grant's pleas for the future. D. J. Donahue of Ponca City took up a well-worded response to the mayor, outlining the integrity of the individuals found in the grain trade in the Southwest.

RAILROAD SPOTTING CHARGE

Transportation topics featured the meeting, the first one being an able paper, "Railroad's Proposed Charge for Spotting Cars," by H. C. Wilson, transportation commissioner of the Kansas City Board of Trade. This charge was deemed a menace to the trade and business in general. The attitude of the railroads in the East and the increased rates asked for were all taken up by Mr. Wilson, who said, in part: "Personally, I cannot believe that the spotting of a car at your elevator is anything but a part of the railroad's work in carrying your freight." The determination of results arising from a spotting charge and resulting from a pro rata increase should be carried out by a thorough study and legislation prevented until such has been accomplished. The railroads must prosper, but the best method for such prosperity will be the only ultimate solution of the question involved in increased freight charges. Fallacies in the plan as outlined by Brandeis for eliminating wastes in railroad management were shown also.

Later in the meeting, a resolution having been referred to the Legislative Committee, was adopted as follows:

Resolved, By the Oklahoma Millers' and Grain Dealers' Associations, in convention assembled, that the proposed Brandeis plan of assessing a spotting charge, is an unjust innovation, wrong in principle and adding an enormous additional charge to the commerce of the country.

DEALERS' INFLUENCE UPON THE FARMER

Occupying the next place of prominence on the program, Hon. John Fields, Republican preferential candidate for governor of the state and editor of the *Oklahoma Farm Journal*, spoke on the "Permanency of Wheat Growing," saying: "The farmer is influenced by the people with whom he does business, and you should advise him to limit the acreage of his crops to that point where he can give the proper attention to them, growing crops which will help to maintain the fertility of the soil and thus prosper, since farming is then made a real business."

H. M. Cottrell, agricultural commissioner of the Rock Island Lines, continued along the line of dealers' influence on the farmers and his crop, asking for greater effort towards pure seed wheat, and the importation and trial of Turkey red wheat, preferably from Montana. A resolution following Mr. Cottrell's suggestion was passed and C. F. Prouty was appointed chairman of a committee to confer with dealers throughout the state, relative to the importation of the Montana seed.

Secretary Charles Quinn of the Grain Dealers' National Association made a short address, referring to the bills now before Congress, affecting the grain trade in its various branches, and also touching on the work of the National Association. At a following session he presented a resolution

providing for a special affiliated membership of Oklahoma dealers with the National Association at \$1 per member. This membership to be elective at the option of each individual and to call for all the privileges and benefits enjoyed by other affiliated members of the organization. The resolution was adopted.

COOPERING COMPENSATION AS A REBATE

F. G. Maegly, of Chicago, assistant general freight agent for the Santa Fe system, opened the subject of "Compensation to Shippers for Labor in Coopering Cars for Bulk Grain Loading." Correctly speaking, the subject, from his standpoint, should have been written, "No Compensation," since Mr. Maegly takes the position that any pay for the work of putting grain doors in place in box cars, laying paper on the floor and stopping cracks with burlap would be in the nature of a rebate, making trouble with end for both the shipper and the carrier.

As secretary of the Santa Fe Railroad's loss and damage organization, and one of the prime factors in the nation-wide movement lately started for a more efficient handling of freight shipments, Mr. Maegly may be regarded as an expert in his line. His idea of efficient service is to furnish the patron a car passed upon by a competent mechanic and equipped by the station agent with good grain doors and sufficient burlap and paper to secure the bulk grain from loss by leakage. The mere placing of doors, burlap and paper, Mr. Maegly holds, is the duty of the shipper, and he cited several Interstate Commerce Commission decisions to sustain his position, and said:

Any arrangement to pay for labor in such cases would be susceptible of use as a subterfuge for granting rebates. Better by far for everyone concerned to allow the present competition between carriers in respect to the character of their equipment tendered to the shipper.

A reply presenting ably the shipper's side was read by Secretary Prouty, following, in part:

The shippers have not and do not ask the railroads for a profit in coopering cars. They do ask that the actual cost of their services be repaid to them. There is no process of reasoning with which we are familiar that can controvert the proposition that the whole actual cost of the coopering should be paid to the shipper by the railroad, for all that work is done for the railroads' benefit, and no deficiency of fulfillment of their part of the obligation to furnish cars suitable for loading should be allowed under the law.

Certainly in the cost of coopering we must include that of any lumber the shipper has to buy. It constitutes just as important a part of the car as the wheels. We must include the hardware and material to cover up cracks and holes; material used to cover up nail heads to protect goods sacked; and we must include cost of labor, for the shipper's actual outlay includes all of these items. Under our laws all that the shipper should pay and all that he has to pay to ship goods is the published tariff rate. He should no more have to pay for labor used to cooper cars than for labor of the engineer and trainmen that handle the same cars to destination.

The stand taken by Mr. Prouty was strongly recommended by the assembly.

THE WEDNESDAY SESSION

Shortly after opening the morning meeting a nominating committee consisting of J. C. Hutchins, William Randels and M. C. McCafferty was appointed.

Following the address of State Grain Inspector H. Stauffer on "Federal Corn Grades and Their Application," the convention went on record as having adopted the federal grades, same taking effect on July 1. This, the speaker believed, would be a good thing for Oklahoma dealers, helping to eliminate trouble experienced in grain imported into the state.

The question as to whether or not there will be a sufficiency of grain cars to take care of the enormous predicted yield of 35,000,000 bushels was not taken up by the convention, but Mr. Connelly of the

Frisco system told of the effort being made on his road towards providing proper carriers with transit protections.

PESTS NOT FEARED IN OKLAHOMA

Benjamin Hennessy, secretary of the State Board of Agriculture, spoke on the "Common Enemy", the presence of and precautions against the Hessian fly. Other insects and bugs, smut and hot winds, which are the bane of grain growers, were mentioned. It was felt that grain men, notwithstanding the fact that the Hessian fly is causing injury in the wheat fields of other states, had no cause for anxiety in Oklahoma this year and that nothing could prevent the bumper crop.

The "Thresherman's Lien Law," effective in Oklahoma and Kansas, making the grain dealer responsible in certain cases, was discussed by John A. Scott, president of the Interstate Association of Southwestern Threshermen. It was found desirable to find a remedy and formulate a new law and this matter was referred to the Legislative Committee by President Drennan.

REPORTS OF OFFICERS

The afternoon session on Wednesday was principally taken up with the reports of the secretary, treasurer and various committees. Excerpts from Mr. Prouty's report are:

Let our slogan be: Every grain dealer in Oklahoma a member of the Association.....Get busy!.....Arbitration is the backbone of our Association.....Our dealers have experienced a great deal of unsatisfactory business through the actions of Northern dealers, who, selling grain on certain specified weights and grades, do not accompany draft for same by inspection certificate. The subsequent refusal to take up such unaccompanied drafts has been the cause of much grief and many cancelled contracts. If our dealers are obliged to go North for grain at certain seasons of the year, is it not reasonably fair for them to demand that, buying as they do, on some one else's weights and grades, the certificates of same should accompany drafts for such shipments?

Financial Report.

Receipts from all sources for the fiscal year ending May 1, 1914, were \$3,292.60, and expenditures amounted to \$3,166.08, leaving a balance of \$126.52 and quarterly dues owing amounting to \$150.

THE ELECTION OF OFFICERS

The reports of the Arbitration Committee and the Legislative Committee were accepted and the Nominating Committee recommended the election of the following officers: President, R. H. Drennan, Oklahoma City; vice president, C. B. Cozart, Woodward; secretary-treasurer, C. F. Prouty, Oklahoma City. Directors—J. E. McCristy, Enid; George A. Harbaugh, Alva; M. E. Humphrey, Chickasha; D. C. Kolp, Oklahoma City, and J. S. Badger of Pawnee; the latter being the only new member on the Board. Appointments consisted of an Arbitration Committee and a member of Tri-State Appeal Board, the Legislative Committee standing as in the previous year.

Under new business the appointment of an official scale inspector was advocated and discussed by M. W. Randels. The Montana seed question and the obtaining of information from state colleges was touched upon by J. C. Hutchins, and the resolution asking that Oklahoma come under the Kansas City Regional bank as a whole was carried. The meeting was then adjourned.

THE BANQUET

As a culmination to the live convention, the banquet in the evening proved a capper and was marked by short snappy speeches from various members on the great crop prospects and the progress of the organization made during the past year. Nearly two hundred were in attendance.

Hiram Hoppler, who raised the champion ear of corn this year, exhibited at the National Corn Exposition in Dallas, Texas, is an exponent of the agricultural short course college studies. He is attending such classes at the University of Illinois.

The world's wheat crop passed the four billion bushel mark for the first time last year when it reached a grand total of 4,125,658,000, according to statistics of the Department of Agriculture. Thus in practically a decade or eleven years the world's wheat supply has been increased one-fourth, or a billion bushels.

Kansas Grain Dealers Meet in Kansas City

Large Attendance Turns Out for Annual Meeting—Many Important Questions Discussed—Car Spotting, Delayed Reinspection, and Compulsory Inspection Condemned

THE hospitality of Kansas City grain merchants was again extended to the Kansas Grain Dealers' Association on the occasion of the seventeenth annual meeting, which was held at the Coates House May 26, 27, 28. Representative grain dealers from all parts of the State of Kansas were present with the usual contingent from Iowa, Missouri, Nebraska and the Southwest. Interesting sessions were held in the afternoon only and dealers were unusually elated over the large crop promise for winter wheat, which indicated on the dates named the largest yield in the state's history.

THE ADDRESS OF WELCOME

President A. H. Bennett called the first session to order at 2:30 p. m. and A. L. Ernst, president of the Kansas City Board of Trade, after welcoming the grain men most cordially to the city, said:

Mr. President, I wish to refer briefly, if I may, to matters pertaining to the grain trade, which have been discussed more or less for several years, at grain dealers' conventions; subjects which have been under discussion at Washington, and may be brought forward at any time for further consideration and enactment into laws.

The many subjects brought forward for discussion during the past year, effecting in one way or another, the grain producing and handling interests of our whole country, can no doubt, be attributed largely to the desire on the part of some politicians, who think they see some needed reforms, which, if advocated by them, will strengthen their positions politically.

It is needless to call the attention of those of you who are informed of the recent hearings and debate on Federal inspection at Washington, to the utter incompetency and ignorance of the subject displayed by some of the senators and representatives, who are taking active part in formulating bills and resolutions for the regulation or demoralization of the grain trade.

Ignorance of Legislators.

Referring to the McCumber Bill, and resolutions supporting it, having for its purpose, Federal inspection, and, which met with ignominious defeat in the Senate recently, show conclusively how little was known of the subject by the senators who were most actively advocating its passage.

To those who are familiar with the methods of handling grain, and have given much thought to the subject, it appears perfectly plain that the enactment of such a law as the McCumber Bill contemplated, would so revolutionize the methods that are now in vogue, as to bring about a chaotic condition that it might require years to readjust.

The Lever Bill.

The hearing called for April 27th, was the result of the introduction of the Lever Bill in the House of Representatives, having for its purpose the promulgation of uniform grades under Federal supervision when designed for interstate traffic. While the bill was considered by its makers to be only tentative, it gave a good basis for a beginning, and it seemed in the main, to be reasonable, and under its application, with a few amendments, the trade would be willing to adopt.

At the hearings before the Committee of Agriculture at Washington, beginning April 27th, and continuing several days, it was apparent that those who were familiar with the practical side of the grain business, were unanimous in the belief that it would be desirable to establish uniform grades, as it would simplify and eliminate misunderstandings which occasionally give the grain dealers more or less trouble.

The Department of Agriculture has given much study looking toward the standardization of grades of all kinds of grain, and, as you know, have already fixed the standard by which corn is to be graded for interstate shipment, effective July 1. Commissioner Bradshaw, of the Missouri State Inspection Department, has already announced the intention of conforming to the new corn grades, and other departments elsewhere have given similar notice.

The Committee of Agriculture has displayed all along a desire to be fair at these hearings, and to bring out all features of the grain trade that might be effected, and it was manifestly apparent that they wished to avoid any feature that might be hurtful to the producing and grain handling interests of the country.

It developed at these hearings, which were largely attended by representatives of Grain Exchanges, Boards of Trade, and State Associations, both of the independent dealers and farmers' elevator companies, under the direction of the Legislative Committee of the Grain Dealers' National Association, that practically all elements of the grain trade, excepting representatives of farmers' elevator companies, were unanimous on the subject of Federal supervision of inspection, and against

Federal inspection, not only from an economical standpoint, due to extra cost of duplicate inspections where State and Board of Trade inspection departments are maintained, but also to the confusion that would surely follow where intrastate and interstate traffic is involved; besides, it was shown that Federal supervision, as proposed by the Lever Bill, would accomplish all that was claimed for Federal inspection.

While Congress at this session may not take up further the subject of uniform grades and inspection, yet, we may confidently look forward to a time in the near future, when there will be plenty to do if we would defeat the second McCumber Federal Inspection Bill, introduced in the senate seven days ago.

Mr. Ernst closed his remarks of welcome by presenting in a very strong light the benefits to all concerned in growing, handling, and marketing crops,



PRESIDENT A. H. BENNETT AND SECRETARY E. J. SMILEY

of methods in vogue of trading in futures and hedging, generally termed, speculation.

President Bennett responded for the Association in accepting the welcome to Kansas City as extended by Mr. Ernst, and said the Kansas dealers would be only too glad, although scattered over all the state, if they could some day make a return for Kansas City's often proved and tried warm hospitality. In this address he also referred briefly to many of the important matters now confronting the Kansas dealers, which were taken up at length on the program.

SECRETARY'S ANNUAL REPORT FOR 1913

Secretary E. J. Smiley read his report, from which we take the following:

The year 1913 just passed will long be remembered, and especially will be remembered by elevator owners and operators, as well as producers and consumers, on account of the light crop of coarse grains and the extremely high prices prevailing for all kinds of feeding stuffs. On account of the high prices prevailing throughout the State of Kansas and the southern part of Nebraska, and on account of loss in transit from cars purchased on shipper's affidavit weight, point of origin, and light business generally, one would naturally conclude that our membership would have been materially reduced for the year. This, however, was not the case; on January 1, 1913, we had a net membership, paid up, and in good standing, of 374 members; on January 1, 1914, we had a net membership, paid up, of 371 mem-

bers, showing a net loss of only three members for the year. It is certainly very gratifying to me, and I trust to all of the members of this Association, that we are able to make such a flattering report. It would seem to me that there has been no time in years that so many important matters effecting the grain trade have been before us, as now. Bills introduced in the National Congress, as well as bills introduced and passed at the last legislature in Kansas, prompts one to ask, "whither are we drifting?" We cannot take the time to enumerate, and attempt to explain the evil effect that many of the bills introduced in Congress and the state legislature will have on the grain trade, but will refer briefly to the following:

Compulsory Grain Inspection.

This subject is not new to you, as it was discussed at our last annual meeting, and at that time the Kansas legislature was in session. However, no attempt had been made at that time to force a compulsory grain inspection law through the legislature. Early in the session a bill was drawn and introduced in the House known as House Bill No. 473. This bill was referred to the Agricultural Committee of the House, the present Chief Grain Inspector being chairman of said Committee. This bill provided that the person appointed by the Governor as chief grain inspector shall have had experience in the grain business before being eligible for appointment as chief grain inspector. The bill further provided that all assistant inspectors shall have had at least three years actual experience in the grain business, and also must pass an examination before the chief grain inspector, or two members of the Grain Grading Commission, before being eligible to fill the position of deputy inspector. The bill further provided that a fee of 50 cents per car for inspection and 50 cents per car for weighing, regardless of the capacity of the car, should be charged. It further provided that when reinspection was called for, if the reinspection did not sustain the original inspection, there should be no extra charge for such reinspection. Section 5 of the bill provided for the maintenance of an office in Kansas City, Mo., where samples taken from cars in Wyandotte County, Kan., might be brought and the grades fixed thereon by the chief grain inspector, or supervising inspectors; also provided, that office inspection might be maintained at any place where state inspection was authorized by the chief grain inspector. This bill, known as House Bill No. 473, met with the approval of the entire Agricultural Committee of the House, to whom it was referred, and was again introduced as a Committee Bill. This bill passed the House with only four dissenting votes, and was messaged to the Senate and there referred to the Agricultural Committee of the Senate. This Committee added some half dozen amendments. All of these amendments were agreed to, save one, and that the one vital point for which the fight has been made—whether an owner of grain shall have the right to say that his grain shall not be inspected if he expressly, and in writing, informs the department that he has sold by sample or destination terms, and does not want it. Before this bill was reported back from the Agricultural Committee of the Senate, a bill was drawn by Mr. George R. Allen, attorney for the grain inspection department, known as the Administration Bill, providing for compulsory inspection. The House refused to concur in the Senate amendment to House Bill No. 473 and the bill was killed. The statement was made by the Governor following the refusal of the lower House to concur in the Senate amendment, as follows: "We need a compulsory inspection law, and need it badly. At present the Kansas shipper is the victim of the Kansas City Board of Trade, and will be until such a law is passed." Our investigation to date fails to disclose any demand for compulsory inspection of grain and we are more firmly convinced than ever before that aside from office seekers, and job hunters, there is no demand for compulsory inspection of grain. The fact that one of the political parties of the state has inserted a plank in their platform providing for compulsory inspection of grain should tend to convince any doubting Thomas that this is a move on the part of certain politicians to make places for more job hunters and secure funds to provide for them. We are anxious to have the producer and elevator owners, who pay the bills, know what a compulsory grain inspection law may cost them. We contend that the owner of grain should have the right to say that his grain shall or shall not be inspected if he expressly, and in writing, informs the department that he has sold by sample or on destination terms, and does not want it. If we have a compulsory inspection law, you will be compelled to pay for inspection whether you desire it or not. You will be told that unless we have a compulsory inspection law, the Kansas Inspection Department will be discontinued. Do not be deceived by such statements. As long as grain inspection is in politics, the politicians will not recommend any law that will remove places for job hunters. The law is now optional and always has been; the department can be run on that basis as it always has been. In fact, no reason has been suggested for compulsory inspection except to build up the department at the producer's expense. If it does good work, and gives fair satisfaction, it will get all of the business, but if it does not, as it has not, it is a mighty serious thing to compel us to submit to something we cannot use and don't want, simply to gratify an ambition of certain politicians. No harm can come from optional inspections; much good can.

No good can come from compulsory inspection; much harm can. How do you stand on this question? At every session of the legislature for the past twelve years or more, bills have been introduced with a view of increasing the fees for inspection and weighing and increasing the number of political jobs. It is a fair fight between the inspection department, who want assurance of fees, whether they render service or not, and the elevator owners and producers, who are willing to pay if it is good, and don't want to be forced if it is bad.

Delayed Reinspection at Terminals.

Every gentleman present, who has heretofore attended annual meetings of this Association, or district meetings, has heard this question discussed. Committees have been appointed by this Association to confer with like committees appointed by the Kansas City Board of Trade for the purpose of coming to an understanding with reference to this matter. Section II, Article 15, of the Rules and Regulations of the Kansas City Board of Trade provide:

"Unless otherwise agreed, purchasers of commodities sold in car lots upon the open Board during trading hours, upon which samples are exposed, shall be deemed to have purchased by sample and grade, and a purchaser of commodities bought of members may have the cars tendered as a delivery upon such contract, sampled by an official sampler. If such sample shall appear to the purchaser to be of an inferior quality to that of the sample and grade upon which the purchase was made, the purchaser may notify the seller thereof, and reject the car by one o'clock p. m. of the next succeeding business day, and the purchase shall be adjusted as provided hereinafter. But, if the rejection is not so made, the purchase will be construed to be agreed to by both parties and be final."

The rules of the Chicago Board of Trade and Merchants' Exchange of St. Louis, provide, that whenever grain is sold in bulk, by sample, subject to examination or resampling by the purchaser, the purchaser must accept or reject the grain before eleven o'clock a. m. of the business day next succeeding the day of sale. We are officially advised that the buyers, members of the Kansas City Board of Trade, refuse to abide by their rule providing that the purchaser must call for reinspection before one o'clock day following date of sale, taking advantage of the words "unless otherwise agreed," thus making the exception to the rule the prevailing custom of the market. We have always contended that the shipper is placed at an unreasonable disadvantage, when the buyers assume the privilege of reinspection when the cars are placed at elevators for unloading, because, as a rule, the shipper is notified of the first, or original inspection, and purchases made in the country are based on the reported grade and sale. We further contend that the seller's responsibility should cease when inspection certificate and sample, representing the car, is furnished the buyer. Either the carrier or the buyer are responsible for this delay after grain is sold and ordered. If the carrier is at fault, he is liable for the loss, but if the purchaser is at fault because of the car being delayed after sale is made, he should not attempt to hold the shipper responsible for the loss. The buyer is on the ground, and has means of knowing whether the car is being delayed, and if the delay is caused by the neglect of the carrier, it is his duty to collect for this loss. The shipper located far distant from the terminal market receives a communication from his representative, or, in case of sale, from the buyer, that his car had arrived, graded No. 2, had been applied on contract or sold at a given price. Five, ten, fifteen, or in some instances, twenty-five days later, he receives a wire or letter reading: "On arrival of your car at the elevator, reinspection was called for and car was found to be heating and we are compelled to accept a discount of four, six or eight cents a bushel, depending on the condition of the contents of the car." So far as I am able to learn Kansas City and Omaha are the only two markets in the country that are demanding reinspection of grain on its arrival at the elevator. We believe that this is the only bone of contention existing today between the Kansas City Board of Trade members and members of the Kansas Grain Dealers' Association, and, believing that this matter can be satisfactorily adjusted, I would recommend that the chair appoint a committee of three to confer with a like committee to be appointed by the Kansas City Board of Trade, and that this Committee not be discharged until this difference is adjusted.

Affiliation With National Association.

At our last annual meeting held in Kansas City, February, 1913, a resolution prevailed that application be made to the Grain Dealers' National Association for affiliation, dues to begin July 1st, 1913. As secretary, I was instructed to make application, and by resolution the membership dues of this Association were advanced from \$12.00 to \$13.00 per annum, \$1.00 per capita per annum, to pay the affiliation dues. Following out the instructions of the convention, I made application for affiliation to the Grain Dealers' National Association through the National secretary, and our application was in due time approved by the Board of Directors. Our members were notified by bulletin of the action taken at the annual meeting, and the extra dollar due to the National was included in our semi-annual statement. Seventy-eight of our members absolutely refused to pay this one dollar, assigning as their reason that they had no desire to be affiliated with the National Association. Since that time, copies of "Who Is Who," published by the Grain Dealers' National Association, have been sent to all of our members, and it is possible that a part or all of these seventy-eight members may now be willing to contribute to the support of the National.

If not, what are we going to do about it? Can we afford to antagonize our own members by telling them that unless they come through with their dollar, they will be suspended from membership in our Association? Had we not better try and convince these people that the Grain Dealers' National Association is consistently working for the best interests of the entire grain trade by protecting the grain trade from hostile Federal legislation and which has been the means of elevating the grain business until it has become one of the most potent forces in commerce? I desire that some action be taken on this matter.

Mutual Fire Insurance.

It has been suggested by several members of this Association that a mutual fire insurance company be organized, composed of members of our Association. We now have 371 members, owning and operating over 600 elevators in Kansas and Southern Nebraska, and as far as we know, not a single loss was sustained by a member of this Association during the year 1913. I am of the opinion that Kansas and Southern Nebraska elevator owners are paying more than their proportion of the fire losses sustained by line and mutual companies, as we are paying losses on old plants in states east of the Mississippi river. Practically all of the Kansas elevators are new, and iron-clad, making all of these risks good ones. The Western Grain Dealers' Mutual Fire Insurance of Iowa reports that on January 1st, 1913, they had insurance in force amounting to \$2,308,618; net ledger assets same date, \$30,372.12, and losses for the year, amounted to only \$7,704.11. Mr. Wells, secretary of the Western Grain Dealers' Association, is present with us today and has kindly consented to tell us how mutual fire insurance is conducted by their organization.

In conclusion, I have the following recommendations to offer: If you wish the law providing for placing of metal fire escapes on country elevators, and the present law, providing for the payment of a fee of \$10.00 for manufacturing chop, amended at the next session of the legislature, and are not in favor of compulsory grain inspection, see the candidates for the legislature from your several districts before the primaries and explain to them that compulsory inspection of grain is unnecessary and can result in no possible good to the producer and elevator owner and may result in much harm. I would also recommend the appointment of a committee to confer with a like committee from the Board of Trade to consider delayed reinspections, and that this committee be advised that they will not be discharged until it accomplishes the purpose for which it was appointed, or that it gets so cold that everything freezes over.

THE FINANCIAL STATEMENT

The secretary's financial statement showed balance on hand January 1, 1913, \$397.57, which, with receipts for the year gave total of \$5,953.37.

Disbursements were \$5,397.64, leaving a cash balance on hand January 1, 1914, of \$560.73.

H. G. Wilson, Transportation Commissioner, Kansas City, Mo., delivered a very interesting address on the subject, "Car Spotting and Transportation."

After some general discussion on this subject the session adjourned.

TUESDAY EVENING SESSION

Immediately after call to order by President Bennett, F. A. Derby, of Topeka, Kan., presented the views of the country grain dealers on the subject of "Delayed Reinspection of Grain at Terminal Markets." Mr. Derby discussed only one side of this question, but put forth the shippers' ideas most ably and effectively. His remarks were as follows:

This question has been discussed a great many years. In fact, it was an annual question before the "100 pounds allowed" question was settled. To many of us it may seem tiresome to continue this discussion, but the shipper's rights must be insisted upon, hence we continue it.

To look at the shipper's side of the question, let us consider our wheat sold on the trading floor and bear in mind that it is sold for just what it appears to be from the sample at time of sale and what it may be three days or two weeks later, are two different things. We know the actual interest of the shipper in a car of grain does not cease until it is unloaded and weighed, but the shipper's control of that car ceases after the car has been sold and it has been ordered to the buyer's elevator and the shipper has a right to demand rules that will safeguard his interests after the car is sold and until weights are ascertained. We can sight you to many instances of shipper's loss, and heavy losses, too, account of delayed reinspection, but to do so would only prolong this discussion. We wish to consider the question as it effects the shipper to Kansas City, though rules should be the same in all terminal markets. Other terminal markets had this same question threshed out and the shipper's rights have been more fully safeguarded.

I would favor the resolution adopted by the Western Grain Dealers' Association at Cedar Rapids, Iowa, which, in substance, is as follows: "We are opposed to the custom adopted whereby the buyers individually

assume the right to insist on a private contract allowing for the privilege of calling for reinspection after the car has been placed at the elevator or industry for unloading, which custom is, in fact, contrary to the spirit of the rule of the Kansas City Board of Trade." The rule referred to, says: "Unless otherwise agreed, the purchaser of commodities sold in car-lots upon the Board during trading hours upon which samples are exposed, shall be deemed to have been purchased by sample of grade and purchaser of commodity bought of members may have the cars tendered as a delivery upon such contract, sampled by an official sampler. If such sample shall appear to the purchaser to be of inferior quality to that of the sample and grade upon which purchase was made, the purchaser may notify the seller thereof and reject the car by 1:00 p. m. the next succeeding day and the purchase shall be adjusted as hereinafter, but if the rejection is not so made, the purchase shall be construed to be agreed to by both parties and be considered final." Now the rule is all right except the first clause "unless otherwise agreed," and it seems that buyers on the Kansas City Board usually insist on using their privilege in this respect and insist on what is called "old terms," which terms take all privileges from owners of grain and is the cause of shipper's loss in delayed reinspection. That a buyer on the floor can insist on a private contract is, of course, legal, but the Board of Trade rules are made, I presume, for the purpose of harmonizing interests of its members and giving its patrons ways of knowing what the conditions are under which his grain is handled, and the custom of the buyer to also insist upon a private contract or "old rules" is misleading and misrepresenting.

That grain will deteriorate very soon if slightly damp is known by all of us, and if such a car of damp grain is sold on the floor the buyer knows it if he has a fair sample, and if he has not the country shipper is not to blame. If the car contains damp grain the buyer should have an interest that this car should be handled immediately. That a large number of cars are ahead of it at buyers' elevators is no reason why the shipper should stand the loss. That the Kansas City Board of Trade has enacted rules for the better handling of grain and worked for a spread of more scientific knowledge in planting and tilling the soil, for fair freight rates and prompt handling of shipments and have accomplished much, for all of which the country shipper is grateful. Yet this question which we are discussing seems to be regarded as one in which the seller has no voice and in talking with members of the Board of Trade here, they remind me of the directors of a certain bank through which a grain man friend of ours was trying to negotiate a loan. Having talked with the directors and they all individually favored the loan, he supposed it would be O. K.'d at the directors' meeting and was very much surprised that he was turned down. His remark, mixed with some descriptive adjective, was to the effect that individually they were nice men to do business with, but collectively they were something else, so we would infer from a talk with the Board of Trade members here.

I believe the Kansas Grain Dealers' Association should appoint a standing committee to confer with a like committee from the Board of Trade to thresh out this question and arrive at a satisfactory settlement.

The task was assigned to George Davis of Kansas City to represent the other side of the question—"Delayed Reinspection of Grain at Terminal Markets Viewed from a Commission Man's Standpoint." He said that most of the individual members of the Board would like to see the rule changed. It would be readily apparent that after a commission man had made a sale and the account had been closed, he would not welcome the reopening of the case and the trouble to all parties that would follow. Yet, speaking in defense of the custom, it did not seem to him of great moment when one considered the small number of cars on which reinspection was asked. Only about one per cent of cars were reinspected last year and in the majority of cases original grade was sustained. The actual number of cars, he said, was 75 cars out of 23,000. He would guarantee, he stated, that every car arrives at the elevator as originally graded for 1/4 cent a bushel. Or, dealers could solve the problem by selling on "new terms."

Mr. Smiley pointed out that last year was one of drought and that Mr. Davis should choose an average year in making his comparison.

George A. Wells, of Iowa, presented the views of Iowa shippers with statement that corn was not always in condition and the shipper wanted to know just where he stood. He thought if the car could be thoroughly inspected the terms of sale should be final on original inspection. He cited cases where there was demanded of the shippers, in cases of delayed reinspection, a 12 to 14 per cent discount. It also tended to put the shipper off as regards

prices, for he invariably based his further buying of grain of the farmers on the prices quoted from his latest shipment.

Before adjournment the chair appointed the following Committee on Resolutions: F. D. Sperry, Ellsworth; C. O. Hugos, Norway; J. A. Lyons, Langdon; L. J. Woodhouse, Lancaster; Paul Bossemeyer, Superior, Neb.

WEDNESDAY AFTERNOON SESSION

The session of Wednesday afternoon opened with an unusually large attendance, many new dealers having arrived by the morning trains.

KANSAS GRAIN INSPECTION

Geo. B. Ross, state grain inspector for Kansas, read a paper on the subject, "Kansas Grain Inspection," from which we take the following:

I come to you as a representative of the grain growers and dealers of Kansas—a representative of one of the greatest agricultural states in the country. I come to you pleading for loyalty and patriotism and justice to a state that has made possible the prosperity we now enjoy. More than that, I bring to you a message telling of the most glowing prospect for a year of the greatest prosperity our state has yet witnessed, with more than eight and a half million acres of the best variety of winter wheat that grows, in almost perfect condition at this time, with the soil in fine condition and the weather ideal for filling and maturing the crop. A conservative estimate of sixteen and one-half bushels per acre will give to Kansas more than one hundred and forty million bushels of winter wheat.

Yes, Kansas has more than one-fourth the total area of winter wheat in the United States—more acres in Kansas than the combined acreage of Nebraska on the north, Missouri on the east and Oklahoma on the south.

And yet, with all our agricultural and live stock resources above mentioned, our splendid educational advantages, our wealth per capita, our small per cent of illiteracy—I say, with all these superior advantages, I bow my head in shame when I say that we are being humiliated by having a great city on our eastern border, which has practically been built by the products of our labor and toil—saying to Kansas, "Bring to me your wheat, corn, oats, hay, live stock, etc.; I will inspect and grade them for you and tell you what they are worth—and you may pay to me the charges." Again this city speaks to Kansas, saying: "You have no men sufficiently competent and honest to perform this service."

Now, as to the real subject assigned to me by your secretary, namely—"The Kansas Inspection Department"—I will, in as few words as possible, try to give you the facts regarding the conditions now surrounding us.

The State Inspection Department.

With considerable hesitancy and reluctance, I accepted the appointment of state inspector, and will say that the ten months' time I have given to this Department has not only been a work of considerable satisfaction and pleasure, but also a great education to me; and today I am more firmly convinced than ever that Kansas should and will take entire charge of the grain inspection in Kansas. We all admit that Kansas must have an Inspection Department. Then, why not every one get behind and help to make it one of the best in the land—help to make it what it should be?

We are not here defending this Department in its past work. We leave that for the parties who had control of it at that time. We are here defending only the present management—and willing and ready to answer any charges or complaints against it, and assure you that we will gladly correct them, if possible. Frequently I see articles in the different grain journals, also the newspapers, written by enemies of this Department, condemning the Department as a political machine. These charges, if applied to the past history of the Department, I am satisfied, are true; but, if intended for the present management, we emphatically deny them, as our appointments and employees now in the Department will prove such charges to be false.

Appointments Non-partisan.

Now, as to appointments since we took charge of this Department, they have been about equally made from the different parties, and today more than one-half our deputy inspectors are from the opposite political party—a condition that never before existed in the history of this Department, as our records show that none but members of the party in power at that time were given appointments. Records in our office also show that employees at all the different inspection points were assessed and made to pay into a campaign fund, raising from this Department alone more than eight hundred dollars for campaign purposes. Such assessments or requirements are not even mentioned or thought of under the present management.

The present requirements for a position on this Department as deputy inspector are of an entirely different nature. First of all, he must be a competent grain judge, a gentleman of honor, honesty and sobriety; and while we are at the head of this Department applicants without the above qualifications need not apply.

As to compulsory inspection, we are not now, nor have we at any time advocated compulsory inspection

in the sense that it is being put up to the grain interests of Kansas by our opponents. They would lead you to believe that the grain interests of Kansas would be ruined, that every load of grain would receive from one to five inspections and weights and that the expense would be enormous, that deputy inspectors would be placed at all mills and elevators. They would then cite you to the unsatisfactory service received from the Department years ago when we shipped our grain to a market where we always expected and did receive a notice of five to twenty-five bushels shortage per car, besides a dock of one hundred pounds, which no one seemed willing to explain or able to excuse.

To be plain and yet honest and fair to all concerned, the principal point for which we are contending is the business at Kansas City, Kan., which in justice rightfully belongs to us. We want to prove to you that we can give you as good, or better, service, and at less expense, than you are now paying for such service. The work of the last ten months has proven beyond a shadow of doubt that the above mentioned services and advantages can be given.

TROUBLES OF A GRAIN INSPECTOR

A. R. Ware, chief grain inspector for the Kansas City Board of Trade, followed with an address on "Some of the Troubles of a Grain Inspector." He gave a brief statement of the purposes and objects of his office with the opinion that mistakes are sure to happen sometimes and that differences of opinion would always exist. He urged the necessity of using the utmost care in operating the moisture tester, and

method for securing the necessary revenue would be by fine, thus making the violator of the law pay the costs of its enforcement rather than putting a tax on honest industry. It was an injustice, he said, to place this expense on honest dealers who had no intention of wrong doing.

Mr. Fitz replied that in his opinion the matter should be on an appropriation basis, but if dealers did not want the law they should have it removed from the statutes.

THE CHOP FEED LAW

James Robinson, of Potter, read the following paper on the subject:

"Is the Law Enacted by the Kansas Legislature Requiring that Chop Made from Grain in Store and Offered for Sale Requiring a Fee for Each Kind of Chop Manufactured, Necessary?"

There is a standing "joke" at Manhattan, Kansas, supported by the State of Kansas known as the State Agricultural College, the alleged object of which is to promulgate the science of agriculture from a scientific and political standpoint.

In addition to politically and scientifically promulgating the agricultural sciences, an additional task is placed upon this standing "joke," and that is the exalted office of chief watch dog for the State of Kansas relative to the purification of commercial feeding stuffs and the exacting or even and accurate weights to the consumer, for which the State of Kansas through its



A GROUP OF WELL KNOWN KANSANS

Reading from Left to Right: Frank E. Dorsey, W. A. Blair, James Robinson, R. B. Taliaferro.

stated that the troubles in his office at the present time were very few. He guarded carefully, he explained, the interests of the country grain dealer shipping to the Kansas City market.

E. A. Smith, of Greensburg, read a paper on the "Approximate Cost of Handling Grain Through Country Elevators."

In the discussion which followed, it was the general opinion that the item of shrinkage should be estimated at one-half of one per cent and the cost of handling grain was put down at 2 to 2½ cents per bushel.

THE FEEDING STUFFS LAW

L. A. Fitz, of the State Agricultural College, Manhattan, Kan., spoke upon the "Kansas Feeding Stuffs Law; Its Merits and Defects." Mr. Fitz stated that Kansas had had some sort of feeding stuffs law since 1907. A law of some kind seemed unfortunately necessary because of the different materials entering into feeds and the manufacture of same, and not every one was careful of the kind of materials used. The Agricultural College was in no way responsible for the law, he explained, but, until changed or repealed, the college was responsible for its enforcement. The expense for its observance had to be provided either by appropriation or by a fee derived from the feed stuff, in the form of a brand registering fee or a tonnage tax. He thought the flat \$10.00 registration fee probably unfair and that the most equitable way to place the burden where it belonged was to put it on a tonnage tax basis.

Mr. Hugos was of the opinion that the proper

chief watch dog exacts from the manufacturer and indirectly from the consumer the sum of \$10 from the small manufacturer for each kind of feeding stuff manufactured and \$5 from the larger concerns from the time the manufacturer makes application until the 30th of the following June, whether he makes application on June 15th or June 29th, not allowing the manufacturer the privilege of paying the pro rata of the year's fees until the time the registration expires.

The denial of the proposition has been assigned to me. The law is not only unnecessary, but it is unjust, unscrupulous, libelous, and savors of a suspicious and misguided Legislature.

It would be fully as reasonable and just, to enact a law compelling every man in business in the State of Kansas to register an evidence of his good moral character with fees thereto attached, guaranteeing that he will allow no product foreign to the State of Kansas, usually containing 23 ounces to the quart and invariably sold by the dozen, case or barrel, to enter into his stock in trade, though he may have previously established his identity as among the rank and file of the principles of Temperance or even as among the rankiest Prohibitionists.

There may be men or firms who adulterate feeding stuffs. For them a law should be enacted with a penalty of a jail sentence and fine sufficiently large to make the business hazardous and unprofitable. But to impose a tax on the country grain dealer who has a small chop mill for the accommodation of his patrons and who sells a few hundred pounds a day of pure corn chop made from his corn in stock, in plain view of the customer and does not guarantee anything, to compel him to register at a cost of ten dollars a year or fraction of a year, to have his product analyzed at his cost every time that in his opinion the quality of the corn may vary, and compel him to buy tags and tag the pile in the corner and place a tag on every package of chop leaving his place of business, if it be not more than a paper sack containing not more than five pounds, with a guarantee that it contains a given per cent of pro-

tein, fat and crude fiber, is wrong; especially when he is obliged, as he has been for the last six or seven months, to buy his corn from Iowa, Minnesota or the Dakotas, when there is nothing exacted from the Northern shipper as to the chemical analysis of his corn from which the Kansas law exacts a product of standard uniformity.

The law is a rank injustice to the small manufacturer and is unnecessary and not to the best interests of the consuming public. First, because it taxes the small dealer and manufacturer who sells but a few hundred pounds a day more than it taxes the flour mill with a capacity of 50 barrels of flour a day and one thousand barrels of chop or other corn products.

Second, it serves a guard rail for the large manufacturer who has a desire to make a dishonest product and is equipped to do so, to adulterate his product under the guise of the pure feed stuffs law, as the State of Kansas pays little attention to what is being done after the maker puts up his ten dollars.

Third, if the small dealer has an order from one of his customers for a bushel of corn ground with a like amount of oats for some special purpose, he must first have authority from the State of Kansas at a cost of ten dollars with a chemical analysis and tag extra. If he grinds them separate, he must pay ten dollars each, with the accompanying trimmings and use special care that the two shall not get mixed, otherwise a third ten dollars with trimmings will be necessary, guaranteeing the per cent of protein, fat and crude fiber of each.

The writer believes that the present law should be repealed and a law enacted at the next Legislature, imposing a punishment for the adulterating of commercial feeding stuffs and compelling each manufacturer to state the ingredients used in the manufacture of the feed and the amounts of each if the feed be mixed, stating plainly the punishment in case the feed in the original package shall be found to contain other than that guaranteed by the maker, and not impose a charge for the privilege of doing business.

Many small dealers have gone out of the business, grinding only the grain furnished or bought by the consumer, the writer being one, rather than to submit to the present method of graft sanctioned by the State of Kansas, too rank, for the memorable John Dawson, the State's Attorney of Prohibition fame, to handle, and handed to the Executive Department of the "joke" at Manhattan.

The writer wants a rapid fire discussion of this statewide graft entered into by the members here present and a resolution passed condemning the present law, requesting that it be repealed at the coming Legislature and a law enacted granting protection against the unscrupulous maker or seller of commercial feeds, providing full protection to the consumer against the mixing of foreign substances of cheaper value under the guise of a pure commodity, and granting the manufacturer protection against the ravages of the legally authorized grafters that bleed the overburdened country grain dealer and chop feed manufacturer, as is being done in the state at present.

The writer, who does business in the brush in a small town up in Atchison County, has observed at one shipment unloaded, eight cases containing 23 ounces to the quart and manufactured outside of the State of Kansas, upon which the state had made no inquiry as to exact weights, protein, fats or crude fiber, but the writer has been kindly asked to donate \$10.00 to start the manufacture of a few hundred pounds a day of corn chop for a period of less than sixty days.

The writer has no desire to knock upon the integrity of the Manhattan Agricultural College, but he has been unauthentically informed that on samples of corn chop sent to the college, that the per cent of protein, fats and crude fiber were returned to the sender the day before the sample could have reached the institution.

In one cast, unauthentically reported, the manufacturer forgot to mail the sample of chop with the remittance of \$10.00 but promptly got his analysis by return mail.

Fellow grain dealers, it is not my desire to enlist politics in the conduct of my business but it is high time for us to assert ourselves. It is within our power and province to pledge the many candidates for the coming legislature to enact laws that will protect us against the ravages of the state-wide graft that has been bleeding the honest manufacturer of commercial feeding stuffs.

Mr. Fitz denied a number of statements made in the course of Mr. Robinson's reading, as regards the action and attitude of the college towards the law and conduct in enforcing it.

THURSDAY AFTERNOON SESSION

The principal business feature of the final session was the election of officers. This was preceded, however, by the report of Scale Inspector Starr who told of the different merits of the automatic and hopper scale.

President Bennett appointed the following committee on "Delayed Reinspection": Messrs. Smiley, Robinson and Hough.

F. D. Sperry then read the report of the Com-

mittee on Resolutions which was adopted as follows:

RESOLUTIONS

We are opposed to any charge by the railroads for spotting cars or other services that have been performed free as a part of transportation, believing such services should be covered by the transportation charges.

We are opposed to reinspection of grain unless called for and reinspection within twenty-four hours of the original inspection.

Resolved, that Rule IV be amended to provide for the payment of \$10 instead of \$5 as arbitration fees.

We are in favor of Federal Supervision of Grain inspection and favor the Lever Bill as amended now before Congress.

We are opposed to compulsory inspection of grain.

We are opposed to a double inspection, that is, inspection by both state and Board of Trade.

We are opposed to the present Kansas Feeding Stuffs Law, believing that a law should be passed prohibiting the sale of harmful feeding stuffs and requiring all feeds to be properly tagged, showing its contents and feeding value, and we favor the punishment of violators of the law in the same manner that violators of other laws of the state are punished.

Resolved, that this Association express its appreciation of the manner in which the Kansas City Board of Trade and its individual members have entertained us during our stay in their city.

We recommend that the date of the annual meeting be set for the first week in April.

We do not believe that fire escapes are necessary or beneficial on country elevators and that the country elevators should not be considered three story buildings.

We favor legalized trading in futures, believing that it secures a better market and brings the producer better returns for his grain.

Inasmuch as in the past we have had severe car shortages with only about half as much grain in sight as now, therefore be it

Resolved, that a committee of three be appointed by the president to begin at once to investigate the car shortage problem and do all they can to help avoid a severe car shortage.

We earnestly urge every member of the Association to promptly confirm all telephone trades at once either by wire or letter.

Inasmuch as fully 90 per cent of the grain business is transacted over the Long Distance Telephones and rates for service are excessive, especially the charge for over three minutes' time:

Resolved, that a committee of three be appointed to be known as the Telephone Committee to secure better rates and better service and that said committee be instructed to employ an attorney to assist them in the matter if they think necessary.

We recommend that Mr. H. L. Strong be appointed chairman of this committee on account of his familiarity with the situation.

We recommend that the president, secretary and board of directors of this Association act as a committee to secure the passage of laws and conferences to carry out these resolutions.

In considering the question of dealers who declined to contribute to the support of the Grain Dealers' National Association, F. A. Derby moved that the 78 members be released from payment of the fee and that their names be taken off the list of receivers of the National Association organ.

The election of officers resulted as follows: For president, A. P. Bennett, Topeka; vice president, C. A. Wallingford, Ashland; secretary, E. J. Smiley, Topeka.

Directors: First district—C. B. Tripp, Centralia. Second district—F. W. Gaunt, Alton. Third district—R. A. Braik, Erie. Fourth district—C. D. Jennings, Bucklin. Nebraska—Paul Bossmeyer, Superior, and O. P. Ellis, Ayr. The meeting then adjourned *sine die*.

ENTERTAINMENT

The Association was the guest on Wednesday evening of the Kansas City Board of Trade at a six o'clock dinner at the Coates House. Following the dinner a program was given in which was introduced a number of Kansas City's best known musical and vaudeville artists.

GRAIN DEALERS WHO ATTENDED.

The following grain dealers were in attendance: TEXAS.—Clayton Adams, El Paso. ARKANSAS.—A. W. Bird, Little Rock. LOUISIANA.—W. L. Richeson, New Orleans; R. C. Jordan, New Orleans. IOWA.—Geo. A. Wells, Des Moines; L. N. Hart, Lorimor; F. G. Bell, McGregor; L. A. Metzger, Cedar Bluffs. OKLAHOMA.—W. S. and F. D. Grubb, Enid; P. V. Sutton, Vinita; F. Y. O'Bannon, Claremore; W. H. Witteraft, Fairfax; F. L. Linton, Chickasha.

MISSOURI.—Harvey Reed, Drexel; B. U. Moore, Odessa; J. B. Boyd, Joplin; J. A. Harvey, Liberty; A. C. Muench, St. Joseph; A. T. Sullivan, Nevada; C. M. Moss, Walker; J. M. Flynn and F. R. Warick, St. Joseph; Burt Washer, John Jaekle and Jerry Moats, St. Joseph; R. W. Rand, Liberty.

NEBRASKA.—O. P. Ellis, Ayr; E. W. Hepler, Stratton; R. F. Miller, Ellis; Paul Bossemeyer, Superior; A. E. Hockman, Fairfield; M. J. Stoetzel, Roseland; A. G. Burris, Belvidere; C. E. Hill, Hastings; Morris Asmus, Hastings; J. C. Miller, Smartville; G. O. Pierce, Lincoln; C. L. Scholl, Lincoln; C. R. Texson, Hastings; E. A. Twidale, Hastings; M. Buckridge, Erock.

KANSAS.—A. P. Bennett, Topeka; C. O. Hugos, Norway; F. A. James, Burden; F. B. Nicholson and F. E. Goodrich, Topeka; F. W. Gaunt, Alton; James H. Wolfe, Lewis; H. L. Sherburne and F. A. Derby, Topeka; E. M. Roop, Seneca; G. W. Myers, Price; Clark Burg, Wichita; F. J. Kramer, Wichita; J. A. Lyons, Langdon; Geo. E. Liggett, Baldwin; Jas. Robinson, Potter; Geo. Craven, Summerfield; John Botts, Scandia; J. H. Blood, Wichita; J. M. Black, Lebo; Geo. W. Huscher, Concordia; C. O. Palson, Hewins; W. S. Yundt, Arlington; J. A. Pribble, Salina; F. J. Hipple, Hutchinson; W. C. Van Horn, Hutchinson; C. B. Tripp, Centralia; A. W. Ling, Jetmore; W. O. Woods, Liberal; C. O. Avey, Wichita; D. W. Becker, Meriden; G. O. Lewilling, Englewood; H. B. Ragan, McLouth; A. O. Kendall, Ozawie; S. E. Hunt, Wellsville; Edgar Johnson, Everest; J. F. Denton, South Mound; Geo. B. Harper, Silver Lake; E. A. Smith, Greensburg; H. C. Evans, Schroey; J. E. Andrews, Carden; H. L. Strong, Wichita; C. M. Haul, Broughton; C. G. Casebild, McLouth; I. B. Kirkpatrick, Oswego; C. D. Kinnear, Powhattan; C. E. Sheldon, Everest; Delbert Adams, Everest; A. C. Klamann, Cuba; Louis Puderbaugh, Ozawie; E. W. Koesling, Bloomington; F. J. Ripsager, Linn; F. E. Tucker, Effingham; G. A. Forss, Falun; J. W. Pinkerton, Clay Center; J. C. Haines, Augusta; F. J. Byrnes, St. Marys; Ernest Lerverenz, Lincolnville; Chas. A. Geiger, Robinson; F. H. Kueker, Niles; F. D. Sperry, Ellsworth; F. D. Shellabarger, Salina; F. K. Barrett, Winifred; W. H. Mikesell, Rydal; Earl Williams, Hiattville; J. D. Mead, Ft. Scott; Jno. E. Hughes, Culver; S. P. Taylor, Onaga; William Moll, Onaga; R. A. Braik, Erie; David Coleman, Denison; W. Bower, Ramona; Ward Salisbury, Hiawatha; Perry N. Allin, Coffeyville; C. E. Robinson, Salina; J. W. O'Connor, Hartford; T. M. Forbes, Topeka; A. Boyce Forbes, Kiro; M. P. Thielen, Lucas; M. D. Decker, Concordia; E. G. Spaulding, Burlingame; J. N. McKinney, Baldwin; D. Spence, Hanover; W. T. Buck, Vliets; A. D. Roberts, Sabetha; R. A. Lough, Osborne; T. J. Click, Vliets; J. R. Wilson, Pickerell; M. McNair, Lyons; R. R. Anderson, Eudora; C. M. Isom, Lebanon; D. C. Jennings, Bucklin; W. H. Kelley, Egerton; C. Y. Shinn, Concordia; M. O. Hayes, Winfield; Eany Kelly, Vine; Jno. Rawlins, Winfield; F. R. Warrick, St. Joseph, Mo.; Jno. McManus, Goffs; M. L. Marshall, Beloit; F. H. Callen, Cedar Bluffs; J. S. Strickler, Ramona; John Bickley, Cedar Bluffs; A. A. Bradley, Harlan; J. H. Brown, Willis; Chas. Stuart, Ford; F. P. Conner, Circlefield; L. H. Kimmel, Oskaloosa; E. W. Koeneke, Bremen; Frank Goffey, Abilene; C. F. Blauer, Speed; J. J. Comer, Willis; G. H. Dougan, Topeka; Geo. Bowman, Logan; F. D. Becker, Logan; W. S. Prather, Garfield; C. C. Ragan, Nortonville; F. D. Bruce, Wichita; F. Montgomery, Stockton; F. N. Hall, Hoyt; J. Jacobson, Formosa; R. E. Harrington, Baker; W. A. Olson, Abilene; C. E. Sheldon, Hiawatha; H. B. Dougan, Perry; C. L. Parker, Sabetha; B. E. Stratton, Powhattan; E. A. Fallcomer, Belleville; M. Chamberlain, Beverly; W. G. Smith, Hutchinson; S. M. Stanford, Salina; W. S. Kiryen, Jetmore; Chas. A. Wallingford, Ashland; Sam B. Wallingford, Wichita; C. D. Marshall, Clifton; L. M. Pratt, Wetmore; C. A. Baldwin, Wichita; J. D. Infield, Wellington; B. W. Schrinkler, Russell; G. B. Ross, Topeka; L. A. Fitz, Manhattan; Wm. Rogge, Paxico; C. H. Blanke, Atchison; Jesse Kimmerling, Glasco; J. C. Dopp, Concordia; W. D. Washer, Atchison; G. E. Vining, Mahaska; W. H. Ode, Potter; Geo. F. Wanklyn, Frankfort; Phil DesMartean, Miltonvale; R. P. Ferie, Ford.

WHEAT PRODUCTION IN AUSTRALIA INCREASES

That the producers of grain in Australia are fully alive to the benefits to be derived from the new elevator systems which the Government is planning to install and the additional railroad facilities, for which about \$15,000,000 has been appropriated, is apparent in a recent report from New South Wales which states that the area sown to wheat this year is 3,730,000 acres, as against 2,936,000 acres in 1912. While the figures from the other states of the Commonwealth are not at hand, it is estimated that the increase in wheat acreage will be approximately the same in all. This will mean about twenty-five per cent increase in the wheat yield, other things being equal.

The situation in Australia is similar to that which the Western states in this country confronted some years ago. At the present time there are vast stretches of rich soils which are used exclusively for sheep pasturage, but which could be made to produce much more if used for agricultural purposes. The government is trying to encourage the division and settlement of these prairie lands, and as they are cheap and obtainable upon very easy terms, it will not be long before the large sheep ranges will give place to grain fields, as has been the case in this country.

Large sums are to be spent in southern Australia upon new irrigation works, which will open up much new territory for cultivation, so that the present is but the beginning of big production.

Texas Association Has Lively Meeting

About 200 Dealers Gather in Fort Worth—President Moore Outlines a Year of Progress—
Secretary Quinn of the National Association Speaks—Many
Resolutions Passed

THE annual meeting of the Texas Grain Dealers' Association, held at Fort Worth, May 21, 22, was well attended, over 200 grain men from all parts of the state participating in the hospitality offered by the citizens of Fort Worth.

The first session was called to order by President T. G. Moore shortly before noon. Rev. L. D. Anderson gave the invocation and Captain B. B. Paddock, in behalf of the Chamber of Commerce, welcomed the grain men to the city. Dr. Ross Trigg, president of the Young Men's Business League, supplemented this welcome in a short but cordial address. Responding for the Association, E. W. Crouch, of McGregor, first vice-president of the Association, voiced the appreciation of the grain dealers for what had been said and done in their behalf.

President Moore then delivered his address. He said that he believed that the Association had elected him to work and not to speak, and that he had not prepared an address. But in outlining to the members the things that had been accomplished during the year Mr. Moore showed that he could speak as well as work. He first took up the work with the railroads. Out of six changes asked for by the grain dealers, four had been granted, and the other two had been refused on the ground that they would necessitate a reduction in revenue which the railroads could not stand. He then pointed out that the trade was confronted with the threatened action by the railroads to make a charge for spotting cars. When the Interstate Commerce Commission was asked to permit an advance in rates, it had to choose between an advance in rates and increased charges for services that the roads had performed free. He stated his belief that it would be better for the grain trade if the rates had been raised. He read Secretary Lane's report, in which attempt was made to show that industries benefited by spur tracks, and that it was unfair to treat a spur track as a shipper's private privilege, as, in fact, it is a public convenience. Mr. Moore continued:

In England they arrive at the freight charge by adding the charge for hauling and the charges at terminals at both ends of the line. Notwithstanding Sec'y Lane's opinion the Commission went ahead and ordered the railways to include in their tariffs a charge for spotting cars. The spur track should be considered as a part of the terminal facilities until the whole method of doing business is changed. Long established custom has considered the placing of cars for loading and unloading as a part of the freight charge.

The corn grades come up and the executive sent your president and Mr. Dorsey to New Orleans to attend the National meeting. The new grades differed from the old in amount of moisture in the grades. Dealers from Northern markets and producing states agreed that the Government grades were all right with one exception of No. 3, which should be called standard, and No. 4 called No. 3. We thought the matter over and backed up and made a fight on the grades and asked the grades be left as promulgated by the Government.

We sent Mr. Dorsey to Washington to attend the final hearings, and he did his best to convince the Secretary of Agriculture that the charges proposed would not relieve the situation. I am glad to say that the Secretary approved the grades as originally proposed with few minor changes.

The next thing we took up was the uniform bill of lading and the changes needed. We secured important concessions from the commission.

Another question deserves our serious consideration. It is the Lever bill, known as the "Grain Trades Act," which relates to the authority for making these standard grades effective. The National Association passed a resolution to have the Secretary of Agriculture supervise these grades of grain entering into interstate and foreign commerce. As a result of the National Association's work the Lever bill has been introduced in Congress. I think it a good bill. I wish to congratulate the members of the association for the interest they have taken in the association work.

President Moore read the following resolution, which was later adopted:

Whereas, the carriers operating in official classification territory, acting on a hint or suggestion from the

Interstate Commerce Commission, have filed Tariffs providing for a charge for spotting cars upon private industry tracks, and

Whereas, this service for an unbroken period of nearly fifty years has been rendered by the Carriers free of charge in all cases where the line performing the spotting service, also enjoyed the road haul, and

Whereas, as a direct result of this well established custom and to supplement inadequate terminal facilities of the carriers and to otherwise facilitate the conduct of business, millions of dollars have been invested in private industrial switches, and

Whereas, it would really be tantamount to confiscation and conversion of property to require the industries that have invested these enormous sums in industrial switches, to pay a charge to the carrier for spotting cars on such switches when no such charge is made for the service of spotting upon team tracks, which involves the same expense considering the physical service rendered and a far greater expense when it is considered that the private industry track is furnished by the industry free of cost to the carrier, while in the case of the team track, the entire expense falls up the carrier, and

Whereas, the business of the United States has already been seriously disturbed by legislation recently



PRESIDENT E. W. CROUCH
McGregor, Texas.

enacted and restrictive measures now pending, and

Whereas, it is essential to the prosperity of the Nation as a whole to disturb its business fabric only when that fabric is founded upon basic principles that are plainly inimical to the public good, therefore be it

Resolved, by the Texas Grain Dealers' Association in annual convention assembled in the City of Ft. Worth, Texas, on this the 22nd day of May, A. D. 1914, that it is the sense of this Association, composed of a large majority of the grain dealers and millers of the State of Texas, that the Interstate Commerce Commission should speedily contribute to the restoration of order and confidence in the business world by indefinitely suspending these Tariffs proposing spotting charges and promptly laying down as the cardinal principle for American rate making one indivisible rate to compass and indivisible service from point of loading to point of unloading and forever set at rest such threatening vagaries and theories and, be it further

Resolved, that the Secretary of this Association be and he is hereby directed to immediately forward a copy of this resolution to the Secretary of the Interstate Commerce Commission.

THURSDAY AFTERNOON SESSION

After an adjournment for lunch following the president's address, H. B. Dorsey, acting secretary, read the report of the secretary and treasurer. This included a financial statement and a brief summary as follows:

Herewith I submit to you the Secretary-Treasurer's Annual Report for this fiscal year:

Membership.

Members reported at last Annual Meeting..... 147
New members during the year..... 36

Reinstated	1
Total	184
Deceased	1
Resigned during the year	16
Suspended for nonpayment.....	9

Present membership 158

Receipts.

On hand at last Annual Meeting.....	\$ 615.25
Received from membership fees	360.00
Received from dues	2,922.00
Received from ads in By-Laws.....	70.00
Received from deposit fees	253.25
Received from exchange account .....	.30
	<hr/>
	\$4,220.80

Disbursements.

Arbitration Committee expense.....	\$ 146.70
Executive Committee expense.....	165.55
Postage	173.90
Printing and stationery	122.54
Refunded on deposit fees.....	329.22
Paid office rent.....	240.00
Furniture and fixtures	7.50
Secretary's salary	1,800.00
Gibbs' back salary	300.00
Telephone rent	60.00
Telegraph and telephone tolls.....	45.82
Stenographer and assistance, to May 1st.....	200.00
Bad checks	10.00
Newspaper for office	4.20
President's and Secretary's expense, NOC. Gr.	99.00
Secretary's trip to Washington Corn Grades..	150.00
Expense Secretary to Washington, Bill of Lad-	
ing	190.50
Transit Committee's expense to Austin.....	80.45
Sundry office supplies	58.95
	<hr/>
	\$4,184.33

Balance on hand..... 36.47

You will note from the above statement of our membership that it is the largest membership we have ever had, and indicates a good healthy condition. With the recent booster membership campaign inaugurated by the Executive Committee, I am sure that we will have a large increase in membership within the next thirty or sixty days.

Secretary Gibbs' health did not improve after the last Annual Meeting sufficiently to enable him to resume his duties, and he was granted an indefinite leave of absence, and I was appointed as Acting Secretary by the Executive Committee. During the year I have been trying to keep you in touch in a general way by circular of the work of the Ass'n in your behalf.

Having served the Association for more than nine years as your Secretary and practically for the last two years as Acting Secretary, and having been in close touch with the work of the Association during the entire organization, I am sure that the past year has been one of the most successful years during our organization.

As President Moore will no doubt call your attention to some of our greatest accomplishments in the way of securing important revision of our transit rules by the Texas Railroad Commission, and our work in securing better grades for corn from interstate points, and the order secured from the Interstate Commerce Commission permitting the handling of railroad claims which had been barred by the four months clause in the uniform bill of lading, and other matters of interest to the Association.

At a meeting of the Executive Committee in October, when the work necessary to be done was gone over it was thought that an assessment would be necessary, but I am glad to advise that we have gotten through the year without an assessment, notwithstanding the work above referred to has entailed what may be considered an extraordinary expense of nearly \$1,000.00, including \$300.00 to Secretary Gibbs on back salary due him for 1911, and owing to the fact that the past season has been an extra hard one for many of the members, I consider this a most excellent showing.

Secretary Dorsey concluded his report by reading the names of the new members admitted at the meeting.

REPORT OF THE ARBITRATION COMMITTEE

C. R. Terry, chairman of the Arbitration Committee, read his report, which was as follows:

For the Arbitration Committee of your Association, I submit to you the following brief report of the work of this committee for the past year:

Cases filed, 26, involving \$5,163.41; cases compromised after filing, 3, involving \$91.80; cases filed and paid in full before reaching the committee, 3, involving \$66.32. One case filed was dismissed by the committee on account of no jurisdiction, involving \$65.68. Three cases were appealed to the Executive Committee, involving 1,291, were affirmed by the Executive Committee.

Awards have been made by this committee on the remainder of the cases, except four now on the docket, which have been passed for the convenience of the

belligerents, which, however, may be arbitrated in the next day or two.

We desire to call your attention to the fact that the number of cases filed during the past year is less than half of any previous year, which in our judgment indicates that the members are studying our trade rules and decisions by this and the Executive Committee and that they are more particular in making their contracts and more zealous in carrying them out; and we cannot refrain from congratulating the Association on this showing.

In going over the records, we find that the fees in the cases filed the past year amount to 115, while the expenses of the committee amount to \$146.70, leaving a deficit on the arbitration expenses of our Association work, which cover only the railroad and hotel expenses of the committee and does not include any fee for the services of the committee. Our opinion is that when this most equitable and least expensive method of adjusting differences that may arise between the dealers is offered the Association should not stand the loss.

We respectively recommend to your honorable body that Section 2 or Article 9 of our constitution be amended, so far as the arbitration fee is concerned, to the following basis: In all cases involving \$100 or less the fee to members shall be \$5.00; in all cases involving amounts over \$100 and not to exceed \$200, the fee be \$7.50; in all cases involving amounts more than \$200 and not to exceed \$500, the fee be \$10; in all cases involving more than \$500, the fee be \$15; and that the fee required of non-members be double that of the members.

TEXAS CROP REPORT

Reports from the delegates were called for relative to the acreage and condition of crops in their various sections. Forty-three reported as to wheat, the average showing the acreage to be 126 per cent as compared to last year and the condition 112 per cent. Forty-nine reported on oats, the average showing, acreage 92 per cent and condition 119 per cent. Corn, with 38 reports, showed acreage 88 per cent and condition 86 per cent. Too much rain was com-

plained of in all sections, with rust beginning to show.

FRIDAY MORNING SESSION

The Friday morning session was opened by President Moore. He introduced Charles Quinn of the National Association, who told of the scope and work of that body.

F. C. Maegly, assistant general freight agent of the Santa Fe Railroad, led the discussion following Mr. Quinn's address, emphasizing the sacredness of contract in grain transactions. He pointed out the necessity of accurate weights and advocated a Grain Weight Committee, whose duty would be to investigate all shortage claims. He then gave a list of recommendations by grain weighing experts as to the installation, care and use of scales, and suggested that the Association have a scale inspector.

A. B. Crouch suggested that it would be more satisfactory if the carrier had a scale inspector at both ends of the line.

H. B. Dorsey made a motion that a committee of three be appointed to confer with the railroad to the end that a railroad scale inspector be appointed.

At the suggestion of Mr. Crouch, the number on the committee was increased to five and the motion was carried, the following members being appointed: A. B. Crouch, Temple; E. W. Crouch, McGregor; H. B. Dorsey, Fort Worth; L. F. Cobb, Plainview.

FRIDAY AFTERNOON SESSION

At the opening of the afternoon session Secretary Dorsey read the resolution passed at the Oklahoma meeting, indorsing Frank Kell for a director of the Dallas regional reserve bank.

Mr. Kell spoke at some length on the eastern freight advance case before the Interstate Commerce Commission. He paid his respects to Mr. Brandeis in no complimentary terms, stating that he had offered his services free of charge, was not an experienced traffic man or shipper, and was not competent to suggest ways and means of handling the traffic situation.

E. R. Kolp made a motion to the effect that the 48 hour limit of time for diverting rejected cars be extended, and that the matter be referred to the Executive Committee. The motion was carried.

RESOLUTIONS

The motion introduced by President Moore was passed, together with those proposed by the Committee on Resolutions. These provided for the next meeting to be held at Galveston; an increase in the secretary's salary to \$2,400 per year; reduction of charge for filing arbitration cases to \$1; indorsement of Frank Kell as regional bank director; Lever Bill indorsed; thanks to Fort Worth dealers and the speakers; and that members shall agree in writing to abide by decisions of the Arbitration Committee or the appeal bodies.

ELECTION OF OFFICERS

The election of officers resulted as follows: President, E. W. Crouch, McGregor; first vice-president, W. W. Manning, Fort Worth; second vice-president, W. M. Priddy, Wichita Falls; secretary-treasurer, H. B. Dorsey, Fort Worth; Executive Committee, J. M. Beasley, Amarillo; D. W. King, Fort Worth; J. E. Bishop, Houston.

E. W. Crouch was installed into office and thanked the dealers heartily for the honor they had conferred, promising conscientious work for the Association during the coming year. The meeting then adjourned sine die.

THE BANQUET

On Thursday evening the grain dealers and millers of Fort Worth acted as hosts to the convention delegates at a banquet at the Hotel Westbrook. Covers were laid for about 200. Entertainment during the repast was furnished by Epstein's Orchestra and cabaret singers. President Moore introduced the speakers, making an excellent toastmaster.

MEMBERS PRESENT

Among the Texas dealers in attendance were: T. E. Acker, Jacksonville; V. H. Adamson, Denison; P. T. Andrews, Dallas; J. A. Austin, Brownwood; R. L. Bagwell, Claude; W. M. Baker, Collin; J. C. Beard, Jacksonville; J. N. Beasley, Amarillo; W. S. Bell, Crowell; O. H. Black, Leonard; E. S. Blaisdell, Amarillo; L. G. Belew, Pilot Point; C. W. Bennett, Clarendon; J. L. Bloodworth, McGregor; J. A. Birdsong, Vernon; J. E. Bishop, Houston; H. J. Bradfish, Weatherford; J. E. Brannen, Bumm; C. V. Brown, McKinney; W. L. Burgher, Dallas.

W. H. Calvert, Galveston; A. L. Carpenter, Farmersville; A. E. Childers, Temple; J. T. Chambers, Sanger; B. E. Clement, Waco; L. F. Cobb, Plainview; R. L. Cole, Krum; E. T. Coleman, Plainview; T. F. Connelly, Clarendon; F. R. Cornfroth, Waco; J. W. Cooper, Wortham; R. U. Cooper, Rio Vista; A. B. Cowan, Howe; J. A. Cox, Vernon; L. A. Crabtree, Plainview; E. H. Crenshaw, Hillsboro; J. M. Crawford, Coleman; E. W. Crouch, McGregor; A. B. Crouch, Temple; J. W. Dale, Winters; J. A. Davis, Longview; R. W. Dillard, Midlothian; W. L. Dillard, Midlothian; D. D. Doing, Amarillo; W. L. Dowlen, Windom; Allan Early, Amarillo; W. W. Early, Waco; W. P. Edwards, Goree; G. W. Francas, Tom Bean; M. R. Fuller, Seymour; A. Galbraith, Dallas; G. B. Goode, San Bonito; Tom Goodner, McKinney; D. O. Green, Seymour; C. F. Gribble, Sherman; E. R. Gunther, San Antonio; J. B. Hanaker, Farmersville; M. Harding, Dallas; C. M. Henderson, Dallas; Chas. Beberer, San Antonio; W. B. Hestand, Whitewright; R. W. Hicks, Miles; J. A. Hughes, Howe; T. A. Hughston, Plano.

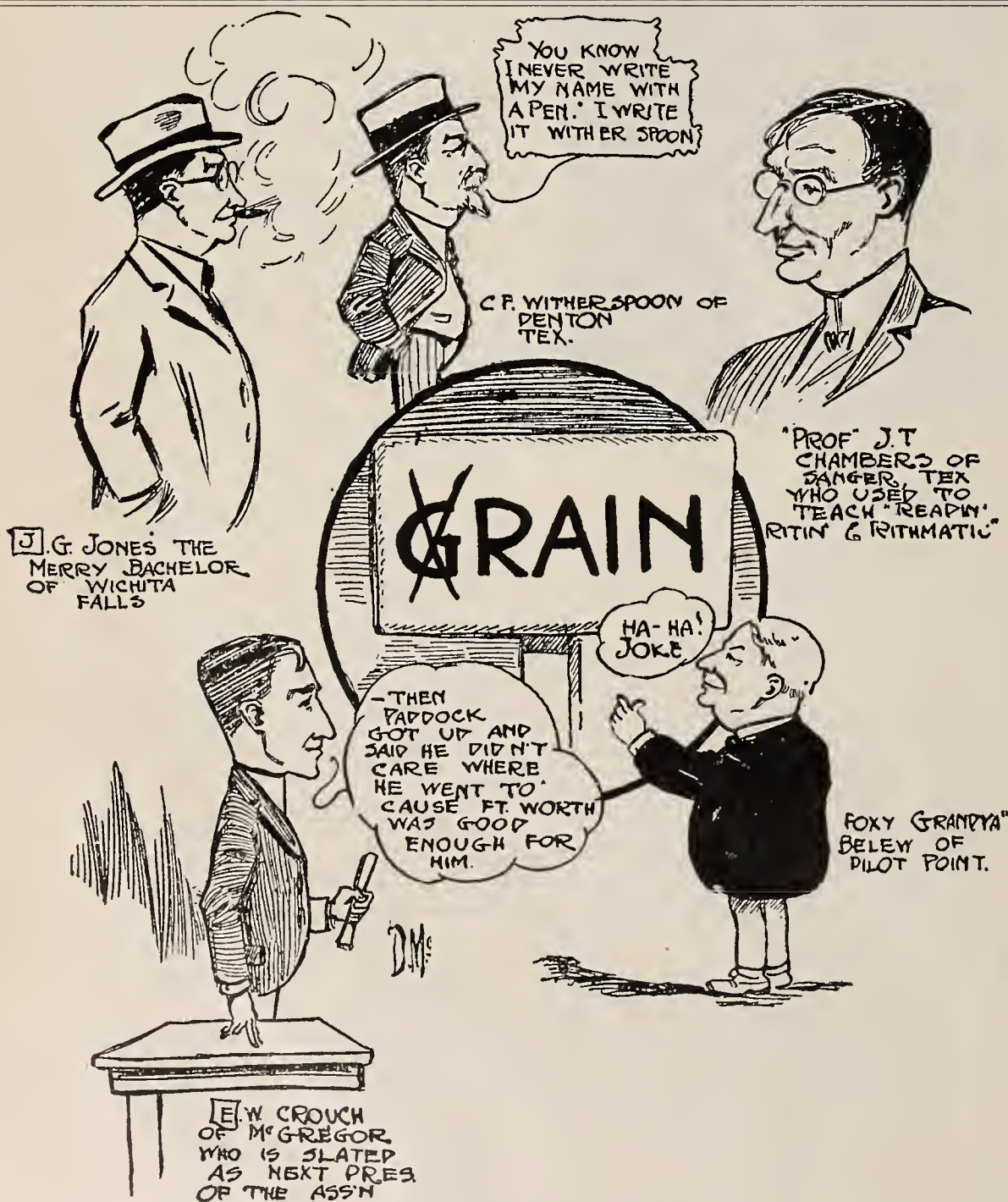
W. Jennull, San Antonio; J. G. Jones, Wichita Falls; H. B. Keel, Gainesville; W. L. Keel, Gainesville; Frank Kell, Wichita Falls; Thos. S. Kelly, Wolfe City; G. G. Kemp, Chillicothe; J. Ketching, Dallas; K. Kimball, Whitewright; Ed. Lawrence, Bartlett; A. S. Lewis, Dallas; C. L. Ledwig, Munday; R. Lupton, San Antonio; E. V. Mashburn, Plano; L. C. McMurty, Pampa; A. A. McNeill, Valley Mills; A. F. Moffitt, Cleburne; A. Mosely, Quanah.

W. L. Newsome, Celina; E. N. Noble, Sanger; I. C. Oden, Timpson; A. G. Osborne, Groom; Julius H. Pearlstone, Palestine; J. W. Philpott, Miami; R. L. Polk, Kileen; S. C. Potts, Anson.

L. T. Randel, Chillicothe; Oscar J. Rea, Clifton; B. T. Rich, San Saba; Geo. Roberts, Plano; G. P. Roquemore, Coleman; D. S. Sawell, Cleburne; I. S. Sewell, Vernon; R. G. Shelton, Whiteboro; D. D. Shipley, Plainview; C. E. Shipp, Dallas; I. T. Shotwell, Jacksonville; B. F. Smith, Celina; G. C. Smith, Rio Vista; G. F. Smith, Sherman; J. L. Smith, Palestine; J. M. Smith, Nevada; J. L. Stone, Rome; B. E. Strache, Itasca.

W. R. Upchurch, Pilot Point; G. M. Vaughn, Balinger; J. B. Wadlington, Goree; R. H. Wagenfuehr, New Braunfels; D. Waldo, Celina; R. J. Walton, Krum; A. C. Waters, San Angelo; L. V. Wieser, Hamilton; V. J. Wieser, Hamilton; H. M. Wieser, Dublin; J. F. Wieser, Hico; J. B. Wiley, Sanger; A. L. Wilkerson, Quanah; W. S. Wills, Groom; C. F. and C. Witherspoon, Denton; Y. P. Yarbrough, Belton.

Standing midway between linsseed and corn oil in merit, soya-bean oil used for paint is fairly durable.



From the Fort Worth Record.

PEN SKETCHES OF TEXAS GRAIN MEN AT THE CONVENTION

Illinois Grain Dealers' Convention

Twenty-First Annual Meeting Is Held at Cairo—Many Valuable and Interesting Addresses—New President and Treasurer Elected—Date of Next Convention Advanced

WHEN President Lee G. Metcalf, of the Illinois Grain Dealers' Association, called to order the first session of the twenty-first annual convention at Cairo, June 2, over 300 delegates were present in the Gem Theater. As the grain dealers came in, H. J. Falkenhainer's orchestra, which was brought from St. Louis by the delegation of grain men from that city, played several selections.

In a few well chosen words President Metcalf brought the meeting to order, and then Mr. H. S. Antrim, president of and in behalf of the Cairo Board of Trade, presented Mr. Metcalf with a gavel made from wood taken from the ruins of old Fort Defiance, which had been discovered in 1910 when foundations of the Halliday Elevator were being laid. Thanking Mr. Antrim for the gavel Mr. Metcalf said that in wielding the gavel it would be used to govern and not to rule.

The invocation was made by Rev. A. M. Eells, pastor of the Presbyterian Church, and then Mrs. Claude Winter, of Cairo, and her sister, Mrs. George B. Osgood, of Chicago, sang a charming duet, accompanied by Miss Laura Clendenen. An encore was demanded and awakened equal enthusiasm.

THE ADDRESS OF WELCOME

The address of welcome was delivered by Mayor W. H. Wood, of Cairo, who prefaced his formal address, as follows:

Cairo is a historical point. General Grant and General Logan had their headquarters in Cairo. I could go on and tell you a good many things that I suppose you would like to hear, but I am going back now to my subject.

Some two weeks ago I was requested by one of your grain papers to send them a copy of the address that I expected to make on this occasion.

I fully intended to give you a few remarks on Cairo but will leave it out because I know, as a rule, a convention of this kind does not desire a long address.

The publicity that the grain papers have given the City of Cairo has done us a great deal of good. They have gone into detail and have told you how the city was organized, what its population is and of the various industries.

Cairo is one of the oldest cities in the state of Illinois. It comprises an acreage of some 1,440 odd acres. Just north of us in the Cairo drainage district there are about 7,000 acres. Each side of the Illinois Central Railroad, which some of you passed coming through, is largely used for manufacturing industries. The west side of the road is given up principally to the industry of farming, truck farming. There is in that district some of the finest land in the state of Illinois. Alfalfa is the principal crop, and I am not exaggerating when I say that it is not an uncommon thing for us to raise five crops of alfalfa per year off that land, and those of you who have been in the grain business, especially the hay business, would recognize the truth of that from the production.

Cairo Safe from Floods.

Cairo has been on the move for several years, on account of the excessive floods that have come down upon us, and you have, no doubt, read of the fight that the citizens of Cairo have put up to maintain its location. Just how serious the fight was, only the old citizens of Cairo who have been here all their lives can realize. It has been a number of years since any flood has visited us and we now feel secure that it will never happen again.

It is my great pleasure to greet you and, on behalf of the grain dealers and the citizens of Cairo, I bid you a most hearty welcome.

Situated between two of the largest rivers on the North American Continent, we have battled to maintain this location, because of its great importance as a shipping point. We have held them in check. That they have served the interests which you represent cannot be denied. While there may not be a great amount of grain shipped by water, the rivers are recognized as railroad rate regulators. I am told that Cairo's volume of grain business exceeds that of Memphis, a city of eight times our population. The tonnage of grain products in and out of Cairo during 1912 approximated twenty-five million bushels. This can be vastly increased if some of you gentlemen will consider our shipping facilities and profit thereby. The grain dealers of Cairo who are members of the Board of Trade are men of sterling integrity, fair and conservative in their dealings, and no one need fear that

any advantage will be taken of consignments to this market.

We are especially glad to have you visit us this year because we have just completed the stupendous task of raising and strengthening our system of levees to a height of sixty feet. The funds for this most important work were obtained from the U. S. Government, the State of Illinois, the railroads and taxes from the Drainage District and the City of Cairo.

This sixty-foot levee is five feet higher than the record flood level of last year, when we successfully kept out the enormous body of water which did so much damage to cities in Ohio, Indiana and the states below us.

A flood of sixty feet on the Cairo gauge, sweeping down the Mississippi Valley, would carry such untold destruction that much of the country between Cairo and the Gulf would be uninhabitable for years to come.

Most of you, no doubt, know that Cairo is a large railroad center, and the number of cars of all merchandise in and out, handled by the five trunk lines entering this city, average two hundred thirty-five cars of forty thousand pounds each per day.

I therefore welcome you to a city noted for its hospitality, noted for its commercial importance and now noted as the best fortified city against disastrous floods in the Ohio and Mississippi Valleys.

To such a city, and on its behalf, I again most



PRESIDENT VICTOR DEWEIN
Warrensburg.

heartily welcome the representatives of an association that has accomplished so much for the shippers of grain, and the public throughout the state, and has made more than a state-wide reputation. You constitute one of the largest, most substantial and representative bodies of men that our city has ever had the pleasure of entertaining.

I wish you a most enjoyable convention and assure you that nothing will be left undone by our people to make your visit a pleasant one.

THE RESPONSE

E. M. Wayne, of Delavan, Ill., ex-president of the State and the National Associations, responded briefly to Mr. Wood's address. In part, he said:

I wish to make a statement at this time so as to clear myself. A party, who was selected to respond to the address of the Honorable Mayor Wood, informed President Metcalf that it would take him two hours to get thoroughly started. President Metcalf said that wouldn't do, so he called on me and informed me that I should say just as little as I could and as briefly as possible.

This is my first visit to Cairo. I have read considerable about Cairo, and also of the Egyptian city of the same name. I never expect to visit the latter, but I assure you that it affords me great pleasure to be in your city, and I know that I voice the sentiments of the grain dealers of Illinois.

The shippers of the central and northern parts of this state used to have it drilled into them that it was unsafe to ship grain to the southern market. Now it is different. The southern market is interesting shippers. Much grain is going South, and we find the southern market satisfactory, not to say, of course, that there is no chance for improvement.

Mr. Mayor, you have been addressing some of the bright and shining lights of the grain trade. We have gentlemen among us who can tell you, not only how great a crop is to be harvested and what the price will be, but also who the next senator and governor will be; but I would advise you to take none of their tips.

Speaking for the shippers of Illinois, we are glad to be here today and are fully aware that our presence is welcome. When our directors met to decide upon the place for holding this convention, a committee of your citizens came to the meeting, and in one minute so impressed the directors by their enthusiasm and hospitality that they decided at once to come to Cairo. We are glad to be here, to meet you, and to see for ourselves the city of which we have heard so much.

SECRETARY STRONG'S REPORT

After another selection from the orchestra, Secretary Strong gave his report, prefacing it by saying:

I am very glad to be in Cairo. I have been here before and I had a good time and I hope to have the pleasure of coming again.

This is the twenty-first annual convention of the organization. Beginning a number of years ago it originated in Decatur, Bloomington, Kankakee and in Chicago. It finally got together and was organized 21 years ago under its present constitution and by-laws and since that time the Association has grown every year. This year there is no exception. We have an increase of membership and also we grow in money. We always have a little more money every year. The membership has increased six, with a loss of 41 members by selling out, resignation and a number by death.

Personally I want to say to the members of the Association that I greatly appreciate their friendliness. I don't know of any place in the state of Illinois where I don't find the glad hand, and I want to thank you one and all for the encouragement and the support that I have received from everyone.

The 21st annual financial statement of the Association again shows the same strong condition, there being an increase in both the cash balance and the membership. There is no longer any question as to the position of this society. The continuous vigorous support given by the membership evinces an earnest, ardent belief in the future of the organization and the work it is to do. No society has attained more, nor has to a greater extent realized the hopes of its loyal and constant membership. Organized for the benefit of the trade, not for the individual, it has gathered into its membership these profound, sagacious men who have taken the grain trade as their life work, and to these thorough, intense workers for the betterment of the trade is due whatever of advancement and progress has been made in the past twenty-one years. Having reached its majority, become of age, may it not be hoped, expected, that the coming year may see further advancement, to greater achievements for the good of all grain dealers?

It is a very general and well-grounded belief that the grain business cannot be conducted without the Grain Dealers' Association.

In the local meeting ways and means are discussed for handling the product from the producer, uniform methods are proposed for the more general and uniform transaction of business; the spirit of friendliness, of good fellowship, is engendered, the "dove of peace" is enticed to hover over the country business and shed her benign influence abroad, for without peace there are no profits. Attend the local meetings, gentlemen, for they are the very bulwarks of the whole construction of grain associations. Through the local meeting the state organization is strengthened, and thereby the national society is vitalized.

Secure the attendance of every dealer in your vicinity at the local meeting. Get him to join the state association, and thereby he is affiliated into the National Association, thus upholding, sustaining, the whole structure.

Strenuous efforts should be exerted in the coming year to add to the Association those yet remaining unenrolled, and this can only be done by the membership, and if they will but give to this work the same vigorous, patient effort that they exert in the support of the work of the state organization, the next year will be the banner record of increased membership.

Financial Statement.

Balance June 1, 1913.....\$1,053.12

RECEIPTS.

From dues of members\$5,467.00
From fees, new members 195.00
From fees, arbitration 240.00
From fees, Claims Bureau 1,538.51
From ads, 1914 Directory 1,305.40
From fees, Scale Department..... 80.34 8,826.25

Total\$9,879.37

EXPENDITURES.

Office supplies	\$ 165.24	
Officers' expense	821.24	
Freight rate case	200.00	
Stenographer	434.75	
Postage	476.04	
21st Convention	69.00	
Office rent	180.00	
Arbitration and refund	245.02	
Telephone, telegraph and express.....	159.74	
Asst. Sec'y and commissions	324.09	
Printing	193.42	
Sec'y, salary	3,200.00	
Printing 1914 Directory	607.41	
Expense Claims Department	642.45	
Expense Scale Department	48.17	
Expense travel, Sec'y	673.85	
Dues National Association	305.50	\$,745.92

Balance on hand.....\$1,133.45
During the year your Secretary attended 61 meetings, at which were 686 dealers in attendance; made 444 calls on dealers; traveled 17,849 miles. New members received were 47. Lost by resignation, decease, etc., 41. Net gain for the year, six.

THE TREASURER'S REPORT

Treasurer H. I. Baldwin read his report as follows:

Balance on hand June 7, 1913.....	\$1,053.12
Money received from the Secretary, June 7, 1913, to June 2, 1914.....	8,936.70
	\$9,989.82

Vouchers paid for the account of the Association, June 14, 1913, to June 2, 1914..... \$,856.37

Balance on hand June 2, 1914.....\$1,133.45

REPORT OF THE AUDITING COMMITTEE

This report was immediately followed by that of the Auditing Committee, who had already gone over the books of the secretary and the treasurer. The report was as follows:

We, the Finance Committee of the Association, having this date carefully examined the books of the secretary and treasurer, find that the books are lucidly and correctly kept; that all the monies received by the secretary have been remitted to the treasurer; that the receipts for the same were duly presented by the secretary, and duly checked by us.

That all payments by the treasurer were made upon orders drawn by the secretary and countersigned by the president; and that said vouchers were examined by us and properly verified; and there remains in the hands of the treasurer the sum of \$1,133.45.

We commend the system of account, the plan of reporting to the president, each month, of an itemized statement of the month's business, and recommend that the same be continued.

CHARGES ON TRANSIT BY CARRIERS

J. B. Magee, of Cairo, although but recently risen from the sick bed, where he had been confined by a severe attack of pneumonia, read an interesting paper on the "Charges on Transit by Carriers." The report was as follows:

The subject of charges on transit by carriers is an intricate one, and I regret that I have been prevented from giving the question more study before attempting to present it, but you may profit thereby, as this lack of opportunity will no doubt contribute to the brevity of my remarks. The matter is brought to the attention of the convention on account of a report presented to the executive officers of the western trunk lines at a meeting held in Chicago early in March of the current year, this report being as follows: "At a recent meeting of the executive officers the question of charge for transit privilege on grain was discussed and a report of a committee was presented, wherein they considered it advisable to assess a charge for all transit privileges on grain when grain is taken from cars (except direct transfer) of one cent per hundred. Such charge would be made at all points, interior or terminal, including Chicago and eastern points. This was concurred in by the western lines subject to similar concurrence on the part of the committee."

The carriers are prompted to take this action on account of the Interstate Commerce Commission having stated in several of its opinions that the carriers should charge for services performed, and by the more recent agitation on the proposed advance in the eastern territory, wherein it was stated that carriers should charge for free services.

The Origin of the Transit Privilege.

Transit in its inception and legitimate uses was for the protection of the through rate from the point of origin to final destination with the privilege of stopping at an intermediate point for cleaning, etc., and was originally intended to enable the shipper or buyer at an intermediate point in direct line of transit to handle the grain from the original point of shipment to final destination upon the same through rate that would have been applied upon it had it moved direct from the original point of shipment to its ultimate destination.

The necessity of handling shipments upon a transit

basis instead of making the sum of the rates to and from the transit point arises from numerous causes.

The first was probably due to the fact that at many interior points the sum of the rates through the transit points could not be made equal to the through rate without disturbing the general adjustment.

The carriers have in many instances induced parties to locate at interior or non-rate breaking points and protected them by transit arrangements, thereby holding the business purely local to their rails, rather than to have the industry located at a competitive market or rate-breaking point.

Other transits are solely for the purpose of enabling the carrier to control both the in and outbound move-



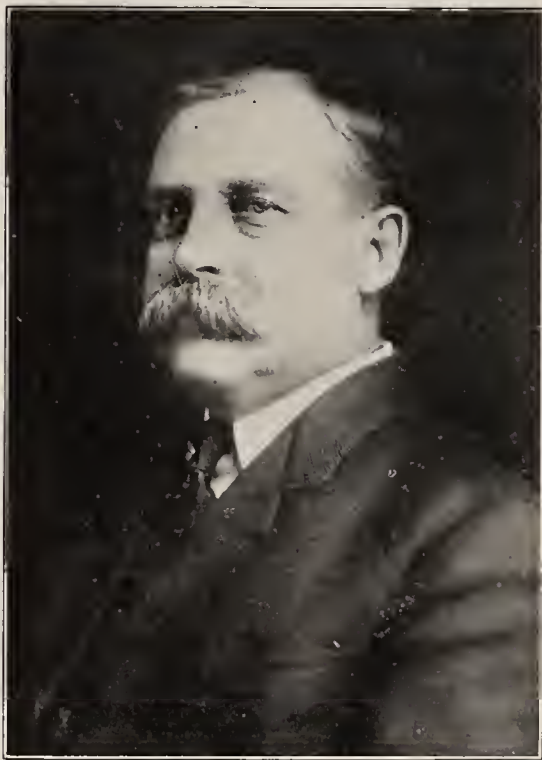
RETIRING PRESIDENT LEE G. METCALF

ment at points where a flat rate adjustment would be entirely feasible.

Reasons for Unprofitable Transit Privilege.

Some transits seem to be for the purpose of concealing from competing lines and competitive markets the practices enjoyed under the transit privileges, which would not be permitted if the rate adjustment was flat in and out. Under this last heading are many transit tariffs where the earnings beyond the transit point are not compensatory and are a burden upon other traffic. Some of these tariffs authorize a heavy refund to the reshipper on the rate paid in to the transit point. Others carry balance rates beyond the transit point that are in some cases only fifty per cent of the rate charged on a movement of grain from intermediate points.

Many of these transit tariffs force business by long

SECRETARY S. W. STRONG
Urbana.

circuitous routes at extremely low rates and at rates that would not be accepted under a flat or proportional tariff. Tariffs under the last two headings cover the class of business that is burdensome to the carriers, and they now seek to compensate themselves for this unprofitable transit business by levying a charge or tax of one cent per hundred on legitimate transit to compensate them for these losses.

Transit privilege draws to the rails of the carriers grain from various territories for distribution, and is the most effective means of attracting business to their rails whereby they may secure the long haul. If there be any added expense or additional service, it is simply the question of the outbound switching service. The inbound switching service must be performed. If the grain is moved into the transit point on a flat rate and reshipped on a flat rate by the same carrier, identically the same service is performed as when under a transit movement and no extra charges made.

Many of these transits are unnecessary and are solely for the benefit of the carrier, and to place an additional burden of one cent per hundred places the shipper at the transit point just that much out of line with the shipper at the point of origin. Should the grain move direct from the point of origin, which usually originates in highly competitive territory, the opportunity of any particular line handling is very small on account of the numerous carriers competing for the business. When it moves to a concentrating or transit point the carrier has the opportunity of getting the full haul. The charge of one cent per hundred on raw grain is a sufficient charge to force the movement direct from the original points of shipment and gives a decided advantage to those points through which rates break.

The services rendered in connection with the use of a legitimate transit cannot be classed as free or special privileges; these transits properly applied are a benefit and not a burden to the carrier and are more productive of revenue than a corps of solicitors. The remedy lies not in placing a tax upon legitimate transits.

Transit Charge the Same as Rate Increase.

The charge of one cent per hundred is an indirect charge, yet I feel that to the grain shipper of Illinois it will have identically the same results as if the carriers should now approach you with the question of making an additional raise of one cent in the freight rates. The only difference is that this charge is concealed and not apparent to the interior shipper. In actual practice I believe its results will be that the value of your grain will be depreciated one cent per hundred, just the same as if the freight rate was raised to that extent. This is due to the fact that many of the markets bidding for Illinois grain operate upon a transit basis. The man at the terminal market will not absorb the one cent transit charge. It is folly to assume that the country elevator will take care of this charge; it must also earn its usual profit, and we again have a case where the burden falls upon the producer. It might be contended that there being some markets that do not operate under transit, that they will therefore be in position to bid higher for the grain. Under normal conditions no grain market or grain dealer pays more for grain than competitive conditions in the territory warrant, unless under temporary stress of light stocks they may be compelled to bid premiums for quick shipment.

Conditions Determining Bidding Price.

The bidding price in all cases is a question of supply and demand and the relative competitive conditions in the bidding territory. The numerous transit markets daily bidding Illinois make the price; those markets that enjoy flat rates will certainly not bid higher.

This is a very important subject and I fully believe means another advance of one cent per hundred in your freight rates, in addition to the one cent recent advance which is now imposed upon through shipments. This is an unreasonable and excessive burden to place upon the producers, and I believe calls for some expression from this convention to protect the grain interests of the state of Illinois.

Charles B. Jones, Nashville, Tenn., moved that Mr. Magee's paper be referred to the Committee on Resolutions for the preparation and presentation of appropriate resolutions. It was so ordered.

The Committee on Resolutions was appointed as follows: H. A. Hilmer, Freeport; C. C. Miles, Peoria; R. C. Baldwin, Bloomington; J. M. Allen, Decatur; and P. H. Schifflin, Chicago.

The Committee on Nominations was then named as follows: E. M. Wayne, Delavan; J. B. Magee, Cairo; C. H. Wade, Paris; William Murray and E. J. Dorney, Mt. Carmel.

PRESIDENT METCALF'S ADDRESS

President Metcalf was next upon the program. His address received the most careful attention and brought many words of praise. He said:

For the third time in the history of our Association it affords us unconcealed and genuine pleasure to greet you and to welcome you.

For the past year we have looked forward to the twenty-first annual convention with implicit faith that it would prove to be the most pleasant and profitable that the Association has ever held; and with the same implicit faith and confidence in its purpose and membership, we believe that if the curtain of the future could be withdrawn there would be disclosed to us, year by year, a society growing in numbers, developing in strength, augmented with influence and graced with a gradual rounding out of the elements that guarantee intrinsic worth of the highest type in the grain-handling business of the state.

This prophecy is predicated upon the celerity with which we have moved forward in the past, and with a firm and well-founded belief that we will ever continue to keep very close to the basic principles of honesty and honor, the adamant foundation and eternal fundamentals upon which all righteous progress of both men and measures must rely.

We feel confident that we are right when we say that there is not an individual member present who is not

imbued with the hope that the future efficiency and value of our Association in the direction of service will be better as we grow older. It is always pleasing for us to look forward with the thought that we are going to do greater things, but reflection teaches that the future greatness and usefulness of any institution is best subserved and protected by the careful and judicious safeguarding of the present.

A judicious present guarantees a secure future. Careful, cautious, considerate yet positive conclusions must be the foundation to support and the bulwark to protect us and to commend us to the business world.

We realize and appreciate the fact that to attain the loftiest ideals and fully discharge our duties to the grain trade it is imperative, I might say mandatory, that we take advanced positions on all questions relative to it, and yet is it not well to caution you of the dangers ever present in discarding old and tried methods for new and untried ones?

I am of the opinion that in obedience to popular clamor, the result of a seemingly national unrest, we are too apt to accept as true the things that ought to be studied and weighed more carefully, and that the American people are drifting into a state of impetuous action that is misleading, disquieting and dangerous.

Many Changes in the Grain Trade.

In fact, there are so many reforms floating around that it would make one seasick to even attempt to ride a very small per cent of them. I believe that you will say that I am justified in making this statement at this time, for in my twenty-five years in the grain business I do not remember when so many radical changes confronted us. And in passing, permit me to remark that with the changes already inaugurated, and those changes being agitated, if they are adopted, it will practically mean the abandonment of old methods and an establishment of a new regime which, in its practical application, will require the utmost caution by our members to avoid disaster.

It is these features that make this meeting of the association so absorbing and of such great importance, and I implore every member present to lend his assistance in thought and expression so that we may reach results that will demonstrate our wisdom.

And so we find ourselves at the very threshold of many new conditions in our business methods that are interesting and important. It is characteristic of this society that never in its history has it by any artifice denied its duty or shifted its responsibility, and I entertain no fears that will be done at this time, but that you will meet fairly and squarely these new problems and in your mature judgment solve them correctly and place the Association on record regarding them that our prestige and influence, so deservedly established, may be retained. There could be nothing more humiliating and damaging than for us to ever pursue a vacillating policy where it is our pronounced duty to act.

The Work of the Past Year.

Directing your attention to the work of the Association for the past year, it is needless to tell you that it has been one of extreme activities and one that has taxed the abilities of your officers and taken their time in measures seldom required, and had it not been for the hearty co-operation of committees and the membership who have contributed so liberally of both time and money, results obtained could not have been so eminently satisfactory.

Subjects suggested by resolution at your last convention, outlining policies for special consideration, were as follows:

1. Payment of sight drafts in southern markets.
2. Carload lots of grain for delivery on contracts at Chicago the last three days of the month.
3. Advanced commission charges on consigned grain by Buffalo Corn Exchange, Buffalo, N. Y.
4. Change in rules for adjustment of claims against carriers.
5. Cars graded for reinspection account cars being too full.
6. Reparation claims for cooping cars.

Payment of Sight Drafts in Southern Markets

This resolution was provoked by certain dealers in some southern markets not paying drafts promptly on presentation.

Notice of protest to this practice was officially conveyed to these markets, and the result is that these conditions are much improved.

Investigation of this subject disclosed the fact that many shippers forward grain to market without mailing invoices for same. We believe that it is imperative that every carload of grain, whether consigned or shipped on contract, should be properly invoiced to consignee, and that the invoice should show exact weight of grain loaded, kind and condition of grain, and that the invoices should be mailed promptly so as to reach the consignee prior to arrival of the grain.

Carload Lots of Grain on Track for Delivery on Contracts the Last Three Days of the Month in the Chicago Market.

On April 23, last, the officers of this Association joined with the secretaries of the Indiana, Western and Ohio Associations and appeared before a committee of the Chicago Board of Trade, and made such a strong and convincing argument of the justice of the request embodied in this resolution, received such an attentive and courteous hearing and such favorable expressions from members of the committee that we

felt assured that the purpose of the resolution would be accomplished.

The proposed amendment to Rule XXI was voted upon the 26th of May and was defeated by a small majority.

Such action is remarkable when it is known that Chicago, some years ago, had storage for more than 50 million bushels of grain and now has storage for less than 18 million, a condition that congests unloading at elevators, the latter part of the month, of grain to apply on contract, making the filling of a contract more or less precarious.

Kansas City last year enacted a car delivery rule. The request to the Chicago Board of Trade came from the country shippers of Illinois, Iowa, Nebraska, Minnesota and South Dakota, thus showing the sentiment of the shippers who supply grain arriving at the Chicago market, and I recommend that the Resolutions Committee prepare another resolution and that the officers of the Association be instructed to again take the matter up with the Chicago Board of Trade. It is a rule which has right and justice and equity in its favor.

Advanced Commissions on Consigned Grain to Buffalo Corn Exchange.

Obedient to this resolution, our secretary notified the membership of the attitude of our Association in this matter and of the advance in commission charges on consigned grain to this market.

grain shippers, and in fact all shippers, should unite and present one solid front and go to the fullest extent to determine whether laws put on the statute book of this state, regulating duties and responsibilities of these public service corporations, are to be discarded and ignored at the capricious whims of railroad managers and great aggregations of well-paid counsel, or whether the will of the people of the state is to be respected and made supreme.

Cars Graded for Reinspection Account Cars Being Too Full.

This resolution was directed to the unnecessary delay practiced in some markets in obtaining reinspection on carload lots of grain from above cause.

This extended delay was objectionable for several reasons, the principal of which was the danger of deterioration. Complaints have been very few the past year in this respect, and there can be no doubt but that the resolution has had a salutary effect in facilitating the movement of this class of shipments and curing this evil, demonstrating conclusively the fact that seventy-two hours after grain is received is ample time for reinspection.

Reparation Claims for Cooping Cars.

This subject has been very generally studied and discussed the past year and much has been said, pro and con.

The legal aspect of the question predominates to a large extent, and for that reason we will call your at-



CONVENTION SCENES IN AND AROUND CAIRO

The question was also taken up with the Buffalo Corn Exchange with the hope that they would rescind their action, but we regret to report that they refused to comply with our request.

We do not agree that the advantages afforded shippers in this market are of such a profitable nature as to justify these excessive commissions.

Change in Rule for Adjustment of Claims Against Carriers.

This resolution was inspired by Joint Agent Hosmer's Supplement to Circular 1-J, effective June 1, 1913, in relation to loss of grain in transit and provided for deductions of $\frac{1}{4}$ of one per cent on corn and $\frac{1}{8}$ of one per cent on other grain. This supplement was in direct violation of an agreement between the Illinois carriers and this Association, dated September 21, 1910, and was issued without any notice to us.

This action was so unwarranted and so insolent that, in order to protect our membership and preserve the dignity of the Association, your officers, by the concurrent advice of our attorney and the Claims Committee, at once notified the carriers that we would terminate the agreement. The result has been that every claim is placed on its individual merits and all claims passing through the Claims Bureau of the Association must be paid by carriers to the extent that they are made liable under the laws of the state.

We think that it is a travesty on justice and a reflection on the intelligence of shippers that carriers should continually and persistently be dodging their responsibility in regard to the payment of claims when it is a well-established fact that these liabilities are taken into consideration when railroad tariffs are determined. In my opinion the time has come when the

tention to the fact that it will be ably and exhaustively treated by our attorney in his address, which will follow later.

During the time intervening between conventions there are always a number of questions arising that claim the attention of your officers and committees, which cannot be anticipated; and the past year has been no exception to the rule.

It is our intention to be just as brief as possible in referring to these matters, as we will also be brief in referring to generalities in relation to the state of the order.

Proposed Advance in Freight Rates.

In our annual address in Chicago last year we called your attention to the efforts of carriers to advance freight rates one cent per hundred on Illinois grain, and which we had been successful in resisting up to that time.

By authority and direction of our board of directors, your officers, committees and attorney, co-operating with other interested bodies, continued to resist the advance, and a three days' hearing was held in Chicago, Commissioner Prouty of the Interstate Commerce Commission presiding.

Our case was well handled by the attorney of this Association, convincing testimony well presented by competent witnesses was submitted, and numerous and well-prepared exhibits offered in evidence, but very much to the surprise and chagrin of all of our people the Commission held against us and permitted carriers to advance rates, making them effective January 8, 1914.

The advance appeared to be so unwarranted and in such flagrant discord with the evidence presented that

your officers, with the assistance of others, went before the new Utilities Commission of the state and asked that the intrastate advance be suspended, pending a hearing. The request of our petition was granted, the advance suspended, and a hearing was held before the State Commission extending over several days. We feel sure that we made an excellent showing before this commission and hope to have a favorable decision prior to the expiration of the last suspension, which will be July 1, 1914.

New Government Corn Grades.

If the new Government grades for corn, with Federal supervision, will secure "uniformity" then one great and good deed for the grain business of the United States will have been accomplished. Considering the many long years of persistent agitation it has taken to secure this reform, we believe the reward is well earned.

Interesting as is every number on the program, there is surely none that surpasses this one in importance, and we hope to see every grain man at the convention present in this hall prepared to give his undivided attention to the discussion of this subject when it is reached.

We were indeed fortunate to secure Mr. C. B. Riley, secretary of the Indiana Grain Dealers' Association, to lead this discussion. Mr. Riley has given this matter much thought, and in his usual logical and practical manner of handling his topics will present it in a way that will prepare us to intelligently and safely conduct our business in conformity to the new corn grades which become effective July 1 next.

Government Supervision of Inspection.

Even before the government had released the uniform grades for corn it was apparent that to make them effective there would necessarily have to be Government supervision of inspection.

The National Association assumed the responsibility of looking after our interests and have handled the whole proposition in a very satisfactory manner.

Your officers were in conference with the officers and legislative committee of the National on several occasions, and were always accorded the most hearty consideration.

The National Association ought to have the thanks of every member of this State Association for the splendid way they have cared for this matter.

Extension Committee.

By authority of your directorate, we appointed an "Extension Committee" of one hundred members, geographically distributed over the state, for the purpose of increasing our membership.

The results of this committee were not as satisfactory as we had anticipated and can only be explained by the reason that the members of the committee did not fully realize its importance. We regret exceedingly this apparent indifference of the membership to their individual responsibility in this movement.

If every member would but manifest the pride and interest in our society that can reasonably be expected of them, our list of additions would be materially increased within the next year.

I suggest that an "Extension Committee" of this character be again appointed, and that they form an organization within themselves, working with the secretary and officers of the Association, and that a strong campaign for new members be inaugurated and vigorously pursued throughout the coming year.

Discounts.

The discounts experienced by shippers during the fall and winter movement of the corn crop have been excessive and burdensome, and we believe that the time has come for this Association to not only enter a strenuous protest against this wholesale discount system, but to take some decisive steps towards the regulation of same. I predict that the time is very near when it will be done, and I know of none better qualified to intelligently work out a practical way to do it than the men engaged in the grain business. I fully realize that this suggestion may be very unpopular with some, viewed as a huge joke by others, and looked upon by still others as the very essence of questionable mentality; and the temerity of the speaker may be very embarrassing to some of his best friends, but I want to asseverate with all the honest candor I can command that the question is one of merit and justice, and some time, in the very near future, I hope, grain will be handled on a dry matter basis and wholesale discounts, excused wholly by moisture, will be as unsafe as it is now unpopular.

If this plan is worked out it would prove beneficial to both shippers and terminal markets. It would give to the shipper the value of the dry matter contents of his grain and protect the market against criticism and censure caused by unscrupulous buyers who by their greed for gain bring the market into disrepute.

Don't be astonished, gentlemen, at this suggestion, however radical it may seem, for new and astonishing discoveries are being made in our business; even the obsolete term "premium" has recently been resurrected from the archives of the past, where it has reposed for ages in the habiliments of the sepulcher, and it looks as though it were possible that the country shipper might be able to again use it in the regular course of his business. Thanks to the Board of Trade of the City of Chicago for this step in the direction of increasing our limited vocabulary. I certainly compli-

ment the Chicago Board of Trade for this forward step to better things.

In our address at Peoria in 1912 we called the attention of the convention to Schedules A and B, promulgated by the Federated Associations, and we believe now, as we believed then, that these schedules are based upon equity and right, and we again direct your attention to the meritorious features and hope that you will give them careful thought and serious consideration.

Association Departments.

We will be very brief in our reference to the various bureaus of the Association, whose work, directed by some of our ablest active members, has accomplished results of inestimable value. These departments are no longer experimental, but have demonstrated their absolute necessity in caring for the business entrusted to them. We can hardly distinguish between them in the great good they do for the dealers, and the benefits derived from one are necessarily conducive to the good accomplished by the others; and their aggregated good is of such volume and character that it becomes a potent factor in our progress and achievements.

We would like to say something that would encourage every individual to patronize these four departments, and we say to you candidly that it has been



BETWEEN SESSIONS AT CAIRO
Reading from Left to Right: C. P. Cline, L. R. McPheeters, H. R. Sawyer.

an enigma to us why they hesitate to do so. I cannot convince myself that it is from mercenary motives, for that would seem to be disputatious of the fact that in all other matters affecting the welfare of the Association these same members are generous with both their time and money.

I can only justify this indifference because of a failure to realize and appreciate fully the importance of these bureaus in relation to the general good of the society. If it is significant that a number of men can unite themselves together the better to advance their mutual interests and more satisfactorily serve the public, is it not as reasonable to assert that this same body of men by uniformly patronizing the several integral divisions of their associate body can attain more satisfactory results for the parent organization?

Our scale, arbitration and crop report divisions of the Association have been uniformly patronized by the membership, and we believe they have been eminently satisfactory. We do not, however, think that our claims department has the recognition by the membership that is commensurate with its worth. That it has grown in support and broadened in its benefits to the trade we admit, but its good offices are so apparent and so manifestly necessary that every member ought to be glad to accord to it his hearty patronage and support. I may startle you by what I seriously believe would be the case when I say that if every member of this Association would get behind our claims department with both their material and moral support, standing firmly and unequivocally for their rights under the laws of the State of Illinois and the rules and regulations of the Interstate Commerce Commission, that every meritorious claim for loss and damage against carriers would be promptly and fully paid without any deductions of any nature whatever. Do you agree with me? If you agree with me, do you think that you are doing your duty to the Association, yourselves,

or the trade, by not patronizing the claims bureau? Be not deceived by the blandishments of sinister interests that would obfuscate your purpose to stand as a unit for your rights as citizens and business men, and thus destroy the intent for which our claims department was established.

Obituary.

It is with profound regret that we note the death of several of our members since our last meeting, each of whom will be missed from our ranks and as a token of respect, and in commemoration of whose memory appropriate necrological resolutions will no doubt be passed by the convention.

Among this number is our lamented and esteemed ex-president, Geo. D. Montelius, who was president of the Association during 1910-1911, and we feel that any tribute we would attempt to pay him would seem trifling and insignificant compared to the living tribute he left in the hearts and memory of his brother associates in the grain trade.

His indefatigable efforts, his honest zeal, his unbiased wisdom, his unprejudiced counsel, and his intense interest in our Association contributed in a very large degree to its growth and usefulness. He was indeed a big hearted, broadminded, companionable co-worker.

Responding to every call of our needs, his willing service, at all times cheerfully given, was an inspiration to us all. His life of purity, integrity and industry will commend itself to all with whom he came in contact and be reflected in their lives and works. To those of us who knew him best, there comes a keen pang of suffering when we realize that he has passed over and each of us feels an irreparable personal loss.

We have endeavored to briefly recapitulate for your approval or criticism the work of the Association for another year. Of course we will be pleased to have you affix your stamp of commendation, but a friendly and frank criticism is invited if in your opinion we have not been obedient to your ideas.

The Ideals of the Association.

To reach more practical results in the problems of life ought always to be the loftiest ambition of every individual or any combination of individuals, and to attain higher standards in progress ought always to be the paramount purpose of our society. I suggest to you that ours is not altogether a business association, or perhaps it is better to say it is a business association directed and controlled by right rules of conduct, disciplined by individual honor and stimulated by honest fair methods. Indeed, my friends, it is refreshing to know that as a business organization it is not divorced from the consideration of personal rights and of the factors that not only operate in the direction of our specific cause, but the advancement of all the elements that count for a better citizenship. I opine that you will agree with me that it would be impossible to consider the true value of any institution of this, or a kindred nature, apart from and independent of a relationship to the people of the whole country.

Thanks to the Association and Officers.

For three successive terms you have conferred upon me the honor of being your president, a distinguished honor, the responsibility of which I have not been unmindful.

It has required some sacrifices on my part, but the friendships made and the conscious feeling that I have endeavored to be faithful and honest in the discharge of my duty are more than sufficient recompense. I thank every individual who has assisted in the work and contributed to its success. Your support has been sincere and ardent.

Especially do I want to express publicly my high regard and deep sense of friendship for, and my sincere appreciation of, our amiable and efficient secretary who has done so much to make my incumbency of office pleasant and agreeable.

The whole atmosphere surrounding us here today is surcharged with the elements of welcome, the glad hand shake, the cordial greeting, the lavish entertainment and the genuine hospitable manner in which we were received, all bespeak for us the best and happiest convention we have ever held. The grain men of Cairo have few equals and no superiors and are every one a prince. The citizens of Cairo are of the best and purest of our country, and the press of Cairo is enterprising, kind and generous.

For myself and for the Association, I think you all sincerely for what you have done and for what you will do to make this convention one of the most enjoyable and profitable in the history of the Association.

In the very beginning of this address we spoke of the powerful influences of honesty and honor in business and you will please pardon me if I reiterate what I said then, and, if possible, accentuate it, for they are in fact the two great shafts of business truth, the two great abstracts yet strongly manifest factors for good, that permeate and purify every institution created by the ingenious mind of man for the benefit of man, and it is by them and through them that such institutions are perpetuated. I charge you to keep very close to these principles, and to move onward and upward, embracing the splendid opportunities of service and usefulness that are before you.

Upon the conclusion of the address, J. B. Magee rose and said: "I congratulate you upon your ad-

dress and in it you have thoroughly covered not only the work of the Association, but the needs of the grain trade as a whole. There are quite a number of matters that you have covered that are of the greatest importance, and I move that the address be referred to the Resolutions Committee with instructions to prepare proper resolutions on the lines suggested." It was so ordered.

INVITATION TO NATIONAL HAY CONVENTION

D. W. McMillen, president of the National Hay Association, was introduced by President Metcalf. Mr. McMillen said:

I consider it an honor and a pleasure to have the privilege of speaking a few words to you on this occasion. My remarks shall be very brief because I realize that you are here in the interests of the grain trade. However, a number of your membership are supporters of the National Hay Association, and from the members of the National Hay Association I bring you greeting.

I realize that your State Association is one of the bulwarks of the National Association and is one of the model associations of association work in this country.

The National Hay Association holds its 21st annual convention at Cedar Point, Ohio, July 14, 15 and 16, and I wish to say to you that each and every one of you are invited to be present on this occasion. I take this privilege of inviting you, as president of the Association, and hope as many of you as can find it convenient will be with us on this occasion.

When Mr. Farmer has a load of corn to dispose of, he calls up his local dealer, who quotes him the market based upon Chicago prices. Without this great market upon which to depend, a lesser price would have to be paid the farmer to make up for the greater risk the dealer would have to take. In other words, rate of interest is based upon risk. Gilt edge security carries a lesser interest than the more hazardous, future trading gilt-edged quotations. If the farmer has 1,000 bushels of oats to sell, which he can deliver inside of thirty days, the dealer can sell against these oats in Chicago market, for a stated future delivery, and by so doing protect himself against loss. The same is true of a cattle feeder or a large consumer of grain or provisions. Purchases can be made for future delivery, so that the produce can be had when needed.

This method is natural, as well as economical. It would be possible for a market to exist, based upon cash trade only, but would it be profitable? The volume of trade would shrink to such an extent as to represent only the actual seller and actual buyer. The actual buyer is usually the consumer in large quantities. The actual sellers represent the many smaller producers. More than this, the producer must market his produce as he needs the money. The large consumer can wait for a market to buy on. "A glutted market makes provisions cheap." An exclusive cash market would result in a smaller market and concentrated buyers.

The Abuse of the Market.

It is true that what has been termed big business was represented on the Board of Trade, and through a system of railroad rebates gave the advantage to the

Europe has produced, said was without a flaw—that immortal document which declared: "We hold these truths to be self-evident, that all men are created equal; that they are endowed by their Creator with certain inalienable rights; that among these are life, liberty and the pursuit of happiness." We have but to return to this inspired source for our future guidance. And to those who have thoughtlessly reaped where they have not sown, we will say: "Neither do I condemn you; go and sin no more."

UNITED STATES CORN GRADES

The next number on the program, "The U. S. Corn Grades," was looked forward to with great interest, and C. B. Riley, secretary of the Indiana Grain Dealers' Association handled the subject in the lucid and interesting manner that had been anticipated. Mr. Riley spoke as follows:

In marketing grain, the question of its classification is of utmost importance. Much capital is involved in distributing the products of the farm, and many speculative and uncertain elements are always present, rendering the business hazardous in much greater ratio than many other lines of trade, involving similar capital.

In the early history of grain movement, the matter of classification was not considered of great importance; in fact, it was largely a sample proposition, as the harvests were delivered to the nearby mills or consumer and settled for upon their merits, as agreed upon by buyers and sellers, both being present and participating in the negotiations.

Mr. J. C. F. Merrill, now secretary of the Chicago Board of Trade, is authority for the statement that the practice of classifying grain into grades is distinctly American in its origin. That in the year 1858 the Board of Trade of Chicago created a department for the classifying of grades numerically. This general scheme, with some changes to meet local conditions, spread throughout the country greatly facilitating trade between widely scattered markets and individuals. The system for Chicago was taken over by the state of Illinois in 1871 and by some of the other states later.

The Atlantic seaboard and Gulf cities, from which grain is exported, as well as some of the interior primary markets, established exchange inspection.

The reliability of inspection certificates being of first importance, and uniformity in a broad sense a necessity, some established system of inspection, under direction of competent authority, is the one vital question now confronting the entire grain trade of this country. We have petitioned our national congress for relief and have some assurances of our petition being heeded and the relief afforded in the near future, insofar as the same can be accomplished by legislation.

The National Association's Part in Uniformity.

By reviewing the history of the grain trade, as represented by the Grain Dealers' National Association, which organization has been in the lead in the movement for better grading, we find that organization at its annual meeting in Des Moines, Iowa, June, 1897, recognized the necessity for better grading of grain, and adopted a resolution on the subject which reads as follows:

"Resolved, That it is the sense of the members of the Grain Dealers' National Association that we favor inspection rules that will be nearer a uniform and equal basis than at present, and inspection rules that will be more explicit and go more into details than some of the present rules."

At the sixth annual meeting of the Grain Dealers' National Association in Des Moines, Ia., October, 1901, Mr. J. L. McCaull, of Minneapolis, in his address of welcome, said among other things, "We owe it to ourselves to establish a system of weights and grades through the United States at once fair and just to producer, merchant and consumer." John T. Shanahan, then the chief inspector at Buffalo, read a paper on "Uniform Inspection Rules for Grading Grain." He said in part, "That I have been asked to speak on this subject naturally presupposes the fact that the markets of the country, as compared with one another, are not uniform, and consequently unsatisfactory and confusing." He then recommended getting together and the co-operation of the exchanges of the country on a uniform set of rules and standards, suggesting: "Why not in the emergency turn to the National Government and see if it cannot help in the matter. . . I believe that if the United States Government would do no more than establish standards, . . it would be a strong moral support for all honest markets and inspectors, and exert a strong influence toward uniform grading."

The seventh annual meeting of the Grain Dealers' National Association was held at Peoria, Ill., October, 1902, at which time the Association of Chief Inspectors was organized with John O. Foering of Philadelphia, president. Chas. D. Jones, now president of the Grain Dealers' National Association, attended the Peoria meeting, and in his response to the address of welcome displayed a practical knowledge of the business as it existed then and said among other things, "There are men in this hall today, who, if approached on the subject of Southeastern business, would hold up their hands and say, 'Excuse me, but I don't care to ship anything south of the Ohio River.' 'Well, why?' 'Because,' he would say, 'I once shipped so and so at such and such a point five cars of oats and when they



ST. LOUIS DELEGATES IN BARBECUE ATTIRE

An address on "Central Markets and Future Trading," was delivered by Hon. Harry Woods, Secretary of State for Illinois. The conclusion reached by Mr. Woods was later made the subject of a resolution which was adopted. Mr. Woods' address was as follows:

CENTRAL MARKETS AND FUTURE TRADING

A central market is a part of the world's economy. In primitive days, when the cultivation of the soil was the chief occupation of our people, the exchange of surplus produce consumed much time, and as a natural consequence and a means of economy, the cross-road corner became a meeting place and the blacksmith shop and general store developed. These central locations saved half of the journey and the effect was the same as increased production.

From the corner store to the village, and finally to the city, was but the natural evolution in business, based upon that selfish motive, the foundation of the law of wages, that labor endeavors to satisfy its desires by the least exertion. As the size of the central market developed, trade became more complicated, until today each state has its many markets, but these lesser markets look to that general market which handles the great bulk of the trade in any particular commodity.

Chicago is today recognized as the grain and provision market of the world. That I have had to do with that market for many years of my life is incidental, yet the fact places me in a position to state that its membership is made up of as honorable a body of men as I have ever known. Without honor in this central market, the Chicago Board of Trade would be but a gambling institution.

You may say that this central market could be dispensed with, and I am not here to dispute this fact. The grain dealers here represented could be dispensed with in their several local markets all over this state, but not dispensed with as a matter of economy. It would be as logical for the farmer to take out his telephone over which you quote him the market, on the grounds of economy, or go back to the ox team as a time saver.

elevator interests by aid of which they could outbid all others and have great influence on the cash market and much upon the futures.

Why Rebates Are Unfair

Rebates are not only unjust, but they ignore ability as well, and the incentive to become an expert is lost, because business reward is destroyed. This advantage from the railroad had for its foundation, and was drawn from, the railroad right of way of advantage, for it is the privilege granted by government (the right of way advantage) which grows as population increases, and that increases the earning power of the road. The interest on the actual capital invested and the running expenses of the road are totally different things and could not survive rebate drafts upon them.

After the discontinuing of the rebate system, the elevators still have an advantage by the direct contact with cash, grain, and elevator charges. The Chicago Board of Trade is endeavoring in every way to assist the governmental policy of equal opportunity for all, and are proposing an amendment to make grain in cars deliverable on contract for future delivery the last three days of the month. The rule will also provide diversion by buyers before grain is unloaded, if he wants it for shipment by rail, thus saving the elevator charge of one cent per bushel.

The Tendency of the Times.

Everything is tending towards democracy—I do not mean in a party sense, but to a democracy where none shall have a governmental advantage over another, where ability and integrity will be recognized—a nation of each for all, and all for each, and not "every one for himself and the devil take the hindmost."

We have grown great commercially, but the distribution of the wealth which we have created could have been much more just. Many, through governmental favoritism, have amassed fortunes beyond the miser's dream, while thousands of our people struggle hard for a bare existence.

I am no pessimist, but an optimist. Tomorrow's sun will rise on a brighter day. Our trouble is largely political. In our struggle for advancement we have endeavored to improve upon the work of our forefathers, which Gladstone, the brightest mind that

got there he refused them.' 'Well,' you ask again, 'why?' 'Because,' he said, 'they were not what he wanted and not what he bought.'

"The man sells his five cars as best he can to someone else, possibly at a loss, and is thoroughly disgusted. Now then give the consignee an inning; ask him about buying from such and such a market and he holds up his hands in horror and says, 'Excuse me, I would go without grain before I would buy it from that place.' 'Well, why?' 'Because I once bought five cars of oats from so and so over there and he shipped me the very poorest I ever saw.' Now there we are, both sides."

Early Opposition to Federal Supervision.

Notwithstanding the recognized necessity for better service in grading grain, the Grain Dealers' National Association, at its annual meeting in 1903, in Minneapolis, took a stand against the government having control of the inspection. The views of the association were expressed in a resolution which read as follows: "Resolved, That the members of the Grain Dealers' National Association in convention assembled on October 8, 1903, hereby declare their firm belief that supervision of the inspection of grain by the National Government at terminal markets would be detrimental to the grain trade of the country, and that we are opposed to any attempt being made to exercise such supervision, because from past experience, we have found the supervision of inspection (by state) under political control, to be unsatisfactory, and we declare in favor of having the inspection in all terminal markets under the supervision and control of the commercial exchanges of such markets."

The National Association continued its efforts to secure uniformity in grading and classification and at each recurring convention devoted much time and energy to the subject, but as forcefully repudiating the theory of the Government doing the work for them. At the annual meeting June, 1906, resolutions were adopted, providing for what was termed the "Uniform Grade Congress," which convened in Chicago, December, 1906. The congress was largely attended and many spirited speeches were made, among them we find Mr. A. E. Reynolds of Indiana, who has since represented the National Association for years as the chairman of the Legislative Committee, said among other things, "Our presence here indicates that there is something wrong with our present inspection system. I represent the first shippers. Now this country produces 2,800 million bushels of grain and that production is behind the prosperity of this nation and the commercial world. If 30 or 40 different markets with 30 or 40 different sets of grade rules can handle this immense volume of products without any pretense of uniformity as to definition, they will do for the grain trade what has never been done for any other commodity that was ever produced. . . . I am in touch with the farmer, I handle his grain, I must pass upon its quality; how can I do it if not backed up by the markets I ship the grain to? . . . If I buy, expecting to sell in a certain market and can't get the cars to go there and must sell elsewhere, I must change my plans and grades and all that after I have bought my grain. How can a man under such circumstances do honestly or act intelligently when called upon to grade stuff in the farmer's wagon. Can I carry all the innumerable grades in my mind, or could I do anything with them at the farmer's wagon if I could. Now all these infinite variations are coming to be understood by the farmer as a sort of scheme to defraud someone, perhaps himself, and they make him suspicious, so I predict if the grain trade does not soon get down to uniformity of inspection the Government will later take hold of the problem for us. I do not advocate this further than I believe in Government standardization, and in that only if we cannot agree on "uniformity."

Mr. Reynolds was elected president of the Grain Dealers' National Association at Cincinnati at the annual convention, October, 1907, and in his inaugural address said, among other things, "It is unnecessary to remind you that Senator McCumber has prepared a bill to provide for Federal inspection, and President Roosevelt in his message to the 60th congress said: 'The grain producing industry of the country, one of the most important in the United States, deserves special consideration at the hands of Congress. Our grain is sold almost exclusively by grades; to secure satisfactory results in our home markets and to facilitate our trade abroad, these grades should approximate the highest degree of uniformity and certainty. The present diverse methods of inspection and grading throughout the country, under different laws and boards, result in confusion and lack of uniformity, destroying that confidence that is necessary for healthy trade. Complaints against the present methods have continued for years and they are growing in volume and intensity, not only in this country but abroad; I therefore suggest to Congress the advisability of a national system of inspection and grading of grain entering into interstate and foreign commerce as a remedy for present evils.'"

Dr. Wiley Unites the Grain Trade.

We could continue the recitation of resolutions, speeches, etc., condemning the inspection systems of the country and demanding uniformity which never came; and not until Dr. Wiley, then chief of the Bureau of Chemistry of the Department of Agriculture, in the

administration of the Food and Drugs Act, undertook to supervise the grain business by the process of confiscation and penalization of grain, alleged to have been misbranded, did the entire grain trade of this country reach mutual ground.

Practically every exchange, association and interest that had to do with the grain business joined in an effort to secure a modification of the rules promulgated by Dr. Wiley and the department he represented. A great meeting of the trade was held in Washington in 1912; every attendant and representative recommended the speedy standardization of grain grades and solemnly pledged himself to use his utmost influence to secure the approval of same by the trade when promulgated by the Department of Agriculture. The trade was in real earnest at that moment, and immediate relief was secured, through an administration order suspending the operation of the law as to grain in its natural form, pending legislation on the subject. The Department of Agriculture took the trade at its word, continued its work of standardization and later caused a bill to be introduced in Congress, to make effective the work contemplated. That measure is known as the Grain Grades Act and is pending favorable report of the agricultural committee of the House.

The "Grain Grades Act."

The essential features of this measure are familiar to all and need no illucidation by me at this time. The entire grain trade of the country has had opportunity for hearing before the committee and while many exchanges and associations have been heard and slight differences have developed, the trade is almost a unit for the measure in question. Some opposition comes



SOME OF THE STREET DECORATIONS

from the Atlantic seaboard markets, that wished the provisions to be so modified as not to apply to grain intended for export to foreign markets.

The farmer elevator interests of the West and Northwest sought to have the McCumber theory of Federal inspection reflected in the measure, rather than the Federal supervision of inspection contemplated in the bill as now pending.

The Federal inspection sentiment in Congress has recently found expression in a vote on the McCumber bill, resulting in its defeat by a decisive majority.

Under the supervision theory, the states, grain exchanges and other instrumentalities for grain inspection will continue. The government will commission the inspectors of such departments to inspect grain that moves in interstate and foreign commerce and issue certificates accordingly. Such inspectors being appointed in the first instance by the local or state authority would be under such jurisdiction as to the performance of inspections of grain that does not enter into interstate or foreign commerce. Should grain inspected in intrastate commerce pass into interstate commerce, the certificates issued for the one would serve the purpose for the other, since the rules, regulations, classifications and party inspecting, would be the same; thus, conflicting inspections by a dual agency would be avoided and the wholesome influence of the Federal Government would be realized in both state and interstate commerce in grain. The local or state authorities charged with the inspection of grain in intrastate commerce would be very glad indeed to permit their inspectors to accept certificates of authority from the Federal Government, to inspect interstate grain, thus accomplishing the equal of dual inspection by the single agency. Such agency would not know at the time of the inspection whether it was for the state or the Federal Government, and, as each would have jurisdiction over him, for the purpose contemplated, he would certainly strive to perform service of the highest possible character and acceptable to both jurisdictions.

Those who have insisted upon Federal inspection as against Federal supervision of inspection seem not to have considered well the relations of the state to the Federal Government. The Federal Government cannot compel inspection or enforce rules relating thereto, when grain, moving only in intrastate commerce, is involved, and it is fair to assume that states, exchanges and other instrumentalities, authorized to inspect grain, would not willingly surrender their rights and duties to the Federal Government, especially since the Federal Government could not assume the responsibilities and burdens that would follow the attempt to exercise such functions.

Many states, including the state of Illinois, have laws requiring state inspection of grain, as a condition precedent to its acceptance into public elevators and warehouses, hence the certificate of the Federal government would not comply with such laws; while under the supervision theory the inspector, being both a state and Federal inspector, we get the service without the expense and annoyance of dual inspection by a dual agency.

The Responsibility on the Inspector.

Markets will realize the importance of employing the most efficient and competent inspectors, and their work, in all its details, will be subject to constant scrutiny by the Government supervisors. Anything that would cause the revocation of authority to inspect interstate grain would greatly militate against such inspectors and the markets by whom employed and recommended.

Inspectors, when holding commissions from the Government, and wishing to justify their appointment, will realize the importance of efficiency and integrity, that their commissions may not be revoked.

Provisions for appeal from inspections will follow the enforcement of the law, so that disputants may anticipate proper and speedy adjustment of controversies, involving the question of inspection; the finality of certificates, according to the terms of the contracts, may also be anticipated.

The important question and the one in which we are most interested is, will the grain trade generally be benefited by Federal supervision of inspection? We think it will as it will accomplish uniformity in standards and their administration, insofar as it is possible to accomplish an important function, in which the element of human judgment is involved. Should climatic or other conditions make it necessary for a variation in standards, which is claimed by some, such standards will be promulgated by the government, based upon actual necessities and conditions and not upon the caprice or fancy of either the buyer or seller.

Objectionable Features Will Be Eliminated.

The suggestions that have been made, in the past, that some markets have changed standards, as well as the administration of them, without sufficient notice to the patrons of such markets, will no longer obtain, as the public will believe the government would not willingly or knowingly be a party to "over night" schedules or questionable practices, if they were attempted.

The plugging of cars or other deceptive and reprehensible practices by unscrupulous or ignorant shippers, will become so dangerous that we may anticipate its abandonment entirely, for grain that enters interstate commerce, under such conditions, will be misbranded and otherwise incur the penalties of the law.

Buying on Grade a Necessity.

The buying of grain on grade, by first handlers, will be a necessity, if they wish the protection of the law and the co-operation of the government, as it is understood government authorities are of the opinion that the practice, alleged to obtain in places, of paying the same price for all grain, irrespective of quality or condition, tends to encourage bad farming and slothfulness generally, and is discriminative against the man that has the good grain, in favor of the man with the poor grain.

It has been suggested that the producer who sells and delivers grain by grade, to enter into interstate commerce, without the loss of its identity, may become amenable to the law, and required to deliver the actual grade sold, or be subject to the penalties of the law. There may be some question about the correctness of this suggestion or the practicability of its application, but it should be taken into account by dealers and the grain delivered should be required to conform to the grade sold, or re-classified and discounted accordingly.

Dealers in shipping grain should know the grade shipped, and that the same conforms to the grade invoiced, or otherwise specified or referred to.

The suggestions made by your president, as to discounts and premiums, are most important, and this is certainly an opportune time to undertake the inauguration of some system of discounts and premiums to govern your transactions, enabling you to avoid the penalties of the law without sacrificing your rights and interests. It is also an opportune time for you to review all your methods and practices, to the end that the handling of the food products, the greatest single interest in this country, will be elevated to the highest point of efficiency and maintained on a plane commensurate with its importance.

The reports of the several standing committees of the Association, showed very forcibly the good work that the organization is doing and the specific benefits which the dealers of the state are de-

living from their membership in the Association. The Arbitration Committee report was given by Chairman H. A. Rumsey, of Chicago, and was as follows:

"The Court of Domestic Relations" in the Illinois grain family has not been overworked during the past year. For some reason or other the transactions made between Illinois dealers and their clients have been fraught with comparatively little difficulty, and few disputes which could not be settled were appealed to your tribunal.

There have been seven cases decided and it is interesting to note the numbers given these cases, as they indicate not only the extent to which arbitration has been applied to grain dealers' differences, but, to my mind, are most important in that they show us how few cases which are considered as being subjects for arbitration are actually brought to the committee for adjudication.

The numbers run from 2989 to 3058; in other words, there have been 69 differences which have reached the secretary's office with the idea of arbitration attached to them, whereas only seven have been through the committee.

In view of these facts your committee again this year commends the good offices of our president and secretary to your appreciation, for most if not all of the cases not arbitrated have been settled by friendly conferences or agreements brought about by your officers.

The Causes of Differences.

A word relative to the causes in the cases handled may be of interest:

The first case decided was one involving hot corn and the difference was brought to arbitration because of failure on the part of one of the parties to the contract to follow the matter up closely, whereas the other party took all possible means to protect himself in the ordinary course of business.

Another case is decided strictly on the basis of Rule No. 7, relating to obligation on the part of the seller to notify the buyer of his inability to complete contract. Still another cause for action of the committee was laxity on the part of one party in keeping his contracts up to date.

Another due to error in application of shipment on contract and failure on the part of shipper to correct the error.

Again, Rule No. 7 applies, and this case emphasizes the virtue in the recent change in Rule No. 7, whereby it reads:

"The buyer shall either buy in or cancel," etc., thus laying upon the buyer a direct obligation.

The question of terms of sale rules in two cases where grain was sold on destination terms.

Of the seven cases handled, two of them were appealed, and your committee has the satisfaction of approval of its findings in both cases. A third was called for rehearing and the original decision in this case was of course reaffirmed. Thus you will see that your committee has been extended the confidence of both the members who have brought cases before it, and its superiors, before whom its findings have been placed for criticism.

Carelessness the Chief Cause of Trouble.

With our annual apology for preaching a little sermon, we must say in our report, as usual, that by far the greatest number of cases that come before the committee find their causes directly or indirectly in laxity or carelessness or willful negligence in handling questions relating to the contracts and fulfillment thereof, at the time such contracts mature or are about to mature.

We would recommend very earnestly that the grain contract, both on the books of the seller and buyer, be treated precisely as is a bill payable or receivable, and that the same care be given that obligation as to the other. If a buyer, who in such a case is contracting a bill receivable, would communicate with his party a few days before the expiration of the contract and request or demand some expression in regard to the fulfillment of same, or if the seller would communicate with the buyer regarding his ability to fulfill his contract, there would be very little work for the Arbitration Committee, and we only hope that some such system may find its way into every grain organization, large or small, city or country.

Your chairman cannot close his report without a little personal reference in expressing his gratitude to his friend and fellow-member, Mr. F. L. Evans of Decatur, for shouldering the chairman's burden during his illness.

The work of the committee has been pleasant in every respect; and, so far as has come to our attention, we have gained the ill will of no one in trying to arrive at conclusions satisfactory in the light of equality and fair dealing in all cases which have been presented to it.

REPORT OF THE CLAIMS COMMITTEE

The report of the Claims Bureau was of special interest as the work of this committee shows in dollars and cents. The report showed a satisfactory increase in the number of claims handled and the returns received. R. C. Baldwin of Bloomington,

chairman of the committee presented the report as follows:

The Claims Department begs to report that during the last year there has been a sharp increase both in the number of claims filed and in the total amount covered by the claims. There has been during the last year an increase of about 50 per cent in the amount of money recovered from the railroads on claims for the members of this Association.

We beg to submit the following statement of the business of the Claims Bureau for the past year, and also a comparison of same with the business of the preceding year.

Annual Report.

June 1st, 1912, to June 1st, 1913.

Members filing claims.....	93
No. claims filed.....	749

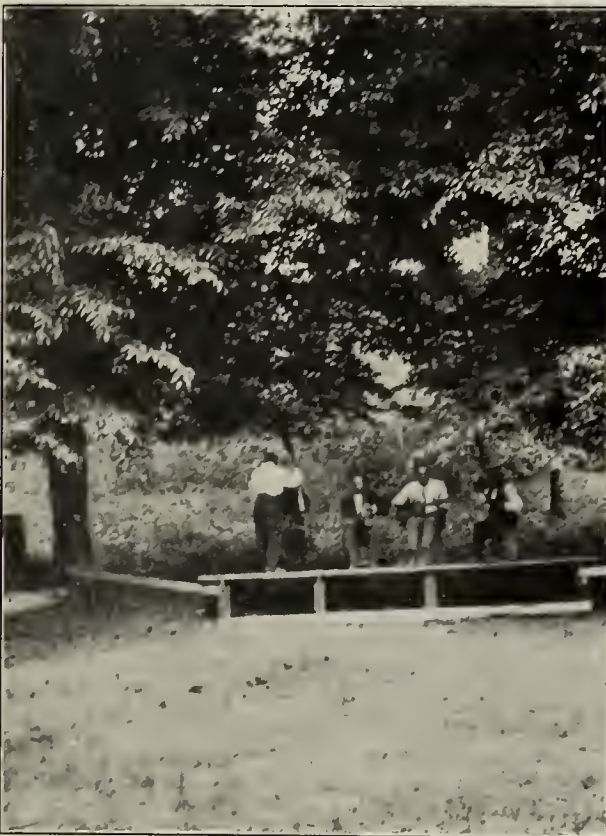


THE STEAMER "ALTON," WHICH WAS CHARTERED FOR THE RIVER RIDE

Amount claims filed.....	\$27,756.47
No. paid	463
Amount claims	\$10,778.09
Fees paid	\$1,073.04

June 1st, 1913, to June 1st, 1914.

Members filing claims.....	120
No. claims filed.....	1,336
Amount claims filed.....	\$27,257.17
No. paid	876



THE COLORED BAND AT THE BARBECUE

Amount claims	\$15,344.23
Fees paid	\$1,538.51
Claims on hand not paid June 1st, 1913.....	359
Claims on hand not paid June 1st, 1914.....	460
Claims filed this past year for overcharge in freight	16 (10 paid)
Claims filed this past year for loss in grade.....	25 (17 paid)
Claims filed this past year for loss in market value	6 (1 paid)
Claims filed this past year for car doors.....	4 (2 paid)
Claims filed this past year for loss in transit.....	1,285 (846 paid)

We are glad to note that there is a gain of about 30 per cent in the number of members who have filed claims through the Bureau, and if the records of the Claims Department are conclusive we can state that the members who have started to use this branch of the Association are continuing to do so, and we trust that this is evidence that the members are satisfied

of the efficiency of the Department. It is not the purpose of this Committee at this time to deal with any matters pertaining to the legal end of this work or with the details of the operation of the Department, as they will be covered fully by the attorney of the Association and the secretary.

It had been expected that prior to this meeting there would have been a trial and a decision covering the liability of the railroads for loss in weight on grain carried in interstate traffic, but this has not yet been brought to a head. One bunch of claims amounting to a considerable total had been entered for suit, but prior to the case coming to trial the railroad offered a compromise of about 95 per cent of the amount claimed, and obviously it was better to accept this compromise than to carry that particular matter to an issue. The Claims Department feels confident that the railroads are cognizant of a legal responsibility for shortages on such business, although no leaks or defects in the cars are noted, or otherwise they would not be justified in settling out of court for practically the full amount claimed. We are anxious to have this matter determined so that every one may have a clear claim for losses in such business.

The Principal Difficulty.

The chief difficulty of the Department in dealing with losses of grain in transit is on account of cars which are reported as arriving in good condition. We are exceedingly anxious to have their legal liability determined. In this connection it would be greatly desired that the railroads supervise for their own protection the weighing of all grain at destination and thus remove any defense for loss of grain on cars alleged to arrive in good condition. It is obvious that if no exceptions are taken to the condition of the car at time of loading or at time of arrival at destination, and a material shortage is shown there is either a manifest error in the weighing at point of origin or at destination, or there has been a leak in transit subsequently repaired. The railroads are entitled to protection for errors in weight at either end, and the shipper is entitled to full weight for the grain delivered and we trust that the railroads will take such measures for the protection of weights at destination as are necessary to protect them from errors in weighing or dishonesty at either end.

The officers of the Association have now submitted to the Public Utilities Commission the proposition of consenting to an increase in the sampling and inspection charge at Chicago providing the shipper is furnished with a condition report covering the condition of cars when they arrive in the inspection yards. This supplementing the report now given when the cars arrive at the elevator for unloading, but let us have a complete condition report of the car during transit. This is a step in the right direction. We can only ask that the members continue to support the Claims Department by putting their claims through the Department for collection as it strengthens the Department in its relations with the railroad.

This report brought out considerable discussion. Mr. Riley of Indiana explained the Indiana method of presenting claims, saying they audited the claim before presenting to railroads and were sure that each claim was a valid one.

Discussing the payment of claims on interstate and intrastate shipments, he said that railroads pay most intrastate claims, but refuse to pay claims on interstate business where there are no leaks or physical defects, except with deduction of 1/4 of one per cent on corn and 1/8 of one per cent on other grain.

Secretary Strong spoke of a suit pending to cover all claims rejected for non-leaking cars. He cited one case of Horner Elevator and Mill Company, where the railroad was sued and they compromised by paying \$525 and costs. He stated that many shippers prefer to accept deductions rather than await decision of suit.

Mr. Dewein said he commended the claims department as he had had \$1,500 worth of claims collected in the last 18 months.

REPORT OF EXECUTIVE COMMITTEE

In the absence of W. L. Shellabarger, of Decatur, chairman of the Executive Committee, Secretary Strong read the report of that committee which was as follows:

Your Executive Committee begs to report that during the past year they have acted on the following cases, which, according to the By-Laws, come under the jurisdiction of your Executive Committee.

In the matter of the Bassett Grain Company of Indianapolis, Indiana, and The Hawthorne Grain Company of Bloomington, Illinois, these firms in different cases refused to submit question to arbitration in accordance with the Constitution and By-Laws of the Association, consequently, it was the unanimous opinion of your Executive Committee, after giving these parties ample notice, that on account of their refusal to enter into arbitration, they should be expelled from the Association.

Two cases submitted for arbitration before the Arbitration Committee were appealed to your Executive Committee.

No. 3010, Twist Brothers versus W. H. Haskell & Company.

No. 3046, Bingham-Hewitt Grain Company versus Yuton Grain Company.

In both cases your Executive Committee, after reviewing the evidence and the reports of your Arbitration Committee, affirmed the decision of your Arbitration Committee.

REPORT OF SCALES COMMITTEE

The report of the Scales Committee, prepared by W. M. Close, of Illiopolis, chairman, was as follows:

The Scales Committee of your Association beg to submit the following brief report of the work of the Committee during the past eleven months—from June 1, 1913, to May 1, 1914:

During this period the scale inspector employed by the Association has inspected and tested a total of 267 scales, at a total expense of \$1,655.28, or an average cost of \$6.19 per scale. Of this number 18 scales were repaired more or less extensively, while quite a number of the balance required adjustment before weighing correctly, and of course quite a large per cent were found to be correct in every respect.

This department of the Association, it seems to your Committee, furnishes the cheapest and most efficient way the grain dealers of the state could possibly have of giving the proper attention to their weighing facilities. We feel that this department is now on a

return to your various homes, because, to my mind, the grain trade is today facing a situation that calls for unquestionable expansion by united effort.

Were the question asked as to "Just what are the grain dealers' relations to the grain dealers' associations?" in order to get a correct solution you would probably be forced to listen to as many answers as there are grain dealers, members of all the associations, for it is a fact that you rarely find two members of associations who entertain the same relations and feelings towards the work. You will find members who are enthusiastic, loyal workers, willing to sacrifice their own interests for the good of the cause they may be representing. You will find others who are members for the sole reason that they had been asked by some friend to join, and in between these two extremes, you will find every degree of interest and enthusiasm.

Every Member Has His Place in the Work.

Now it is not to be expected that every member of every association will ever be legitimately placed in the list of active workers, because human nature varies to such a great extent that there are members more content and willing to stand by and watch the others do the work rather than join in to help. This disposition is not always through lack of interest in the work, but often because an individual may feel that others are better qualified. However, there is no man, be he ever so small a dealer, who cannot in some way help in the uplift, improvement and protection to the line of business in which he is a component. Some dealers are members of associations as result of their endeavors

that might arise in the affairs of a grain dealer. With these rules as a basis, and as result of a number of arbitration decisions under these rules, the grain trade today is well educated along the line as to just what is the responsibility of either buyer or seller. This educational work has had such a pronounced effect that disputes and trade differences are few as compared to the period before associations were in existence, and as is shown by the records of the National, arbitrations are gradually growing fewer year by year, demonstrating the fact that dealers are becoming better able all the time to settle their differences between themselves merely by referring to parallel cases which have been passed upon.

I believe it to be a true statement that at the inception of association work, nothing more was ever contemplated in the way of accomplishment than I have enumerated above, so we are brought down to the question which I have often had asked me, "What is the use of an association now, inasmuch as the trade is organized and regulated by rules that are accepted by all?" What more is there for an association to do? Well, that question brings us face to face with a feeling that exists with a large per cent of the members, they being men who have not kept fully up with the work, and whose ideas are not advanced beyond the horizon of their individual business as they see it from a local standpoint. After two years of active interest as an officer in the Grain Dealers' National Association, I have reached the conclusion that there has to be practically a revolution in grain association work. I can conceive of no better plan to have brought about the results attained so far, but the ever changing conditions in this country leaves the grain trade today facing situations more serious than we have had to contend with in the past.

Changes in the Trade Must Be Met.

We have heard references made so often to reform movements in America that we are now prone to waive such references aside as being ancient history. This is a mistake. The ever changing conditions to which you can refer if you like as reform movements are actual realities, and they must be met, but you cannot face them except by organization and active co-operation. I predict that five years from now the system and method of handling the grain crops of this country will be so different from that of today that an up-to-date grain man of the present will, by that time, unless he changes with conditions, be known as a back number. This means revolution in system, and any thoughtful man must agree that if the grain trade protects its interest it must take part and have a hand in bringing about these changes; in other words, we must see that the changes are made in a way that will conform to the business without injury.

The Principles of Conduct in the Trade.

The four fundamental principles in the conduct of the grain trade can possibly be summed up as follows: First, intelligence; second, money; third, transportation; fourth, weights and grades. The first two, the grain trade as a whole, I believe, can claim as its own. The last two are in such chaotic state that we are compelled to look upon those features with considerable apprehension. Careful study on the part of the trade as a whole is necessary in order that we may have protection. Then after each individual has studied the question, what is he to do? The questions are national in scope, and if an individual or a market or a state undertakes to settle the questions as a unit, they are immediately faced with opposition from some other unit with opposing ideas. There must be a concentrated head to handle these great questions in order that the proper solution will be brought about through the Federal Government. We cannot dodge Government connection, because both transportation and inspection have been indelibly written in the minds of our Federal powers, and so the best that can be done by the grain trade is to co-operate with the Government, and my personal opinion is that by this co-operation the greatest good to the greatest number will be accomplished.

The Field of the National Association.

Today the Grain Dealers' National Association is regarded as the proper organization to look after these large questions. I recognize probably more thoroughly than you do that this Association is not properly equipped to do this work as it should be done. By this I mean to cast no reflection upon the efforts of this Association which I believe the trade as a rule recognizes has done a great good, and that it is doing a conscientious work, but there is a limit to accomplishments by that organization unless the grain trade as a whole determines to enlarge the Association itself, and place it in position financially and with the proper help to meet the situations as they arise.

Now to be a little more specific and in order that you may be fair in your conclusions in connection with the work that is being done, let us look at the organization. First, we have in round numbers nine hundred direct members, and about sixteen hundred affiliated members, which represents the total of our resources. Never since the Buffalo convention has the Association been even financially. It is just as impossible to conduct an association without money as it is to operate any other line of business without sufficient capital, and if the grain trade expects its interests to be looked after by the Grain Dealers' National Association, or any other organization, it is absolutely



CLEVELAND GRAIN MEN AFTER DINING ON ROAST OX

firm and paying basis, and request that the members of this Association, especially, give this feature of the work their full support.

We now have in our employ as scale inspector, Mr. George J. Betzelberger, who is thoroughly experienced in all the details of scale work. He is energetic and very painstaking, and the members of the Association who employ him may rest assured that he will not leave any scale until it is in first class condition in every respect.

We desire further to call your attention to the fact that we aim to furnish this service to the members of the Association at its net cost. In cases where the inspector has to travel some distance from one job to another his expenses are necessarily larger. In view of this we would recommend that the shippers, where possible, will permit the inspector to take one line of railroad and travel it through in a regular way, the expense would be much less and would also save much of his time.

GRAIN DEALERS' RELATIONS TO GRAIN DEALERS' ASSOCIATIONS

President Charles D. Jones of the Grain Dealers' National Association was introduced in terms appreciative of his high standing in the grain trade of the country, and his known ability. In replying he said in part, introductory to his address:

"Too much has been said in regard to the address which I am offering you this afternoon. I have prepared no flowery address. It is a subject which calls for facts. Ordinarily I do not like to read an address, but I feel that this subject is so important I wish to have it in black and white so that I will not hurt or slight any member."

The subject assigned me for an address today is one that can be elaborated upon to such an extent that you would probably be bored and tired to death if I should undertake to minutely go into detail. Therefore, it will be my purpose to touch upon a few cardinal points with the idea of suggesting to you some features for your consideration and thought after you

years ago to see some particular feature or condition corrected, and now that that particular work has been done and his individual wishes gratified on that point, and never having thought seriously about other important matters, he feels everything is serene, and that there is no further work to be done. Someone has to educate that class of thoughtless men to the point of realizing that conditions are constantly changing, and that the difference which seemed paramount to him a few years ago has now been superseded by questions of even greater importance that have a direct influence on his business, with which he is not conversant, yet the effect of which is bearing on his business no less severely.

The Genesis of Association Movement.

When the grain association movement was first started, the objects were laudable, and the results have been of unquestionable benefit to the trade. About the first work in the state associations was directed solely to state affairs, straightening local conditions and differences. That work accomplished, the different state associations began missionary work in terminal markets which I believe you will agree resulted in a revolution in the system of terminal distribution of grain. It took years to accomplish the improvement; many obstacles had to be overcome, largely on account of the fact that there was no uniformity in trade rules or practices. At this point, it became evident that before we could ever handle the grain crops of this country without continual disputes arising between buyers and sellers, that it would be necessary to have uniform rules governing these transactions regardless of whether the shipments were made north, east, south or west. At this juncture the Grain Dealers' National Association was organized, and for years, in co-operation with the state associations, the National Association has labored to get satisfactory trade rules which were to be used as a basis for trading, and as a basis for settling all disputes. As result of numerous changes in these rules from time to time, it is generally conceded that the grain trade is now supplied with rules and regulations that are fair to all, and are broad enough in scope to cover every conceivable contract

necessary that funds be provided. Now in the equipment of the Association so far as work is concerned, we have an office force to attend to the incidentals, but the main work so far as accomplishments in the settlement of great questions go must be done by committees appointed from the membership. These active committees are composed of busy men, and those of you who have been closely identified with the work are obliged to agree that it is asking a great deal of a busy man to give up enough of his time for public work in order to give that work the attention that it deserves and demands. The result is, many things should be done for the general protection of the trade that are never accomplished because of the lack of personal force behind them. Take, if you please, the Legislative Committee of the Grain Dealers' National Association, and consider the sacrifices that have been made by the individual members during the last eighteen months, and you will be able to realize how hard it is to get competent men to serve on these committees. After having served one or two years these members naturally feel they have done their share and don't wish to be reappointed. New committeemen must come in who are not as well posted on the work, and they are handicapped in their efforts, and are thereby handicapping the grain trade. The point is, any organization undertaking to handle the great questions before the grain trade now should be equipped with men in the employ of the Association to give up their entire time to the work. This means an expenditure that the Association at present is not in position to make, and my idea is, this work is of such vital importance, that the trade as a whole must be awakened to the situation and place the Grain Dealers' National Association on a financial footing that will enable it to employ a competent traffic man and also a competent legislative representative. At our annual convention in Kansas City I propose to so recommend. No grain dealer can expect for \$15 a year dues the services of men competent enough to care for the vitals of his business, and so, touching more specifically on my subject for the day, let me insist that every grain dealer must look the situation squarely in the face, and realize that his relations to the grain associations are by no means as close as they should be, and take a greater interest in accomplishments to be desired if the correct determination of the leading questions is obtained.

The Advisory Committee.

Recently the Grain Dealers' National Association appointed an Advisory Committee composed of the secretaries of all the affiliated associations, the object of this committee being to consider questions of importance to the affiliated members, and advise with the officers of the National as to the best means for caring for this work. This committee has had one meeting, and every recommendation made by it was good, and is worthy of active co-operation, and yet the work mapped out in that one recommendation was enough to tax the resources of the National for a year without ever giving any other business attention.

Railroad Earnings and Grain Rates.

Personally, I am in favor of a system of rate making that will allow the railroads to earn a fair interest on a fair valuation of their property. This is nothing out reasonable from the standpoint of the stockholders, and, in fact, it would be unreasonable to place exactions upon railroad properties that would not enable them to earn interest on the investment; at the same time, in the adjustment of railroad earnings, due consideration should be given to all classes and commodities, and on this basis it is my belief that the grain business of the country is bearing an unnecessary tax by paying a greater percentage of the total railroad revenues than it should be called upon to pay. This is a broad question, and one that will be fought if the question is ever brought up prominently for settlement. It will require experts to handle it, and a considerable outlay of money, but a successful effort to reduce grain rates, allowing proportionate advances on other commodities, would save to those interested in grain vast sums of money each year.

The matter of railroads furnishing proper equipment for the loading of bulk grain or paying a shipper all the expense of cooping and repairing is another most important matter. It must be handled through the Interstate Commerce Commission by competent men. This one item alone if successfully fought out would mean a saving yearly of from one to two million dollars at least to the grain shippers of the country.

The Possibilities of Association Work.

The more I take part in this association work, the more I am overwhelmed with the magnitude of what could be accomplished, and what should be accomplished, and what can be accomplished whenever the grain trade wakes up to the fact that it is willing to support an association properly equipped to properly fight its battles. Until such time the grain trade as a whole will be looked upon more or less as a mob or disorganized body of men who can be imposed upon here, there and everywhere. Practically every line of business endeavor is today represented by an organization properly equipped financially to care for its needs, and I believe the grain trade is the only business that professes to have an organization which has not properly equipped itself in an offensive and defensive way.

Some of you may think my remarks belittle our association work, but far be it from my idea or inten-

tion to create any such impression, but I do believe in placing the matter clearly before the trade that it may wake up to the full realization of the importance of properly equipping the organization financially to care for this large line of industry.

In closing Mr. Jones said:

"The Lever Bill is a supervision bill. We have confidently expected that this bill would be passed by July 1, at which time the corn grades are effective. On account of heavy work in Washington, Congress has not been able to pass the Lever Bill, and I am quite sure they will not pass it at this session of Congress, so the grain trade finds itself in a position where it will have Government rules of inspection on the first of July without any law authorizing the government to supervise those rules or make them effective, except through the Pure Food and Drugs Act.

"If the Agricultural Department wishes to apply the Pure Food and Drugs Act to the grades of corn it will have a perfect legal right so to do. It will depend absolutely and entirely upon the wishes of the Department. My personal opinion is that the Government will not interfere in any way with shipments of corn until the bill is passed."

President Metcalf called attention to the recent action by the Chicago Board of Trade in voting

and had to be shortened to accommodate the entertainment committee who had planned to start the boat ride at 12:30.

PUBLIC UTILITIES LAW

Hon. Frank H. Funk, member of the Public Utilities Commission, was the first on the program. He spoke on the Public Utilities Law in Relation to Grain, and created a very favorable impression of the body which he represented. He said by way of preface that he was proud to call the delegates fellow members of the Association as he had been a member for ten or twelve years; that he was glad to be in Cairo because of the beauty of the city, the hospitable and delightful people, and also because Cairo was the southern gateway of Illinois. He predicted great changes and improvements with the opening of the Panama Canal.

Mr. Funk stated that he regretted that he could not give a specific ruling in relation to country elevators with regard to the Public Utilities Law. However, the prospects are that before the wheat moves, at least before the oats crop is moved, some definite and specific ruling may be made by the Commission in regard to the matter of the storage of grain in country elevators. "We are trying," he said, "to give the matter due and careful considera-



FOUR CAIRO HOSTS AT THE BARBECUE

down the proposed Car-lot Rule, by which grain in cars within the Chicago district, which had been inspected, would be deliverable on contract. He called on Frank Delaney, of Chicago, to explain the reasons for the action and Mr. Delaney said that where over a thousand members expressed their opinion only by their vote, it was impossible to assign an explicit reason for the negative vote, but judging from the arguments which were used in opposition to the proposed rule, the chief objection was in the retroactive feature. Mr. Delaney recommended that the Association again try to have the rule passed through a proper committee, and predicted ultimate success.

E. M. Wayne, under the head of new business, asked Mr. Baldwin if the railroad companies were compelling a clean bill of health on all claims; that is, if there had to be shown evidence of leakage or tampered seals.

Mr. Baldwin referred the question to Secretary Strong, who stated that it was impossible to see what rules the railroads apply, as they have taken different action upon identical claims. He said that some roads were more liberal than others and that the intrastate claims were usually settled, but that the interstate claims, as a rule, were compromised.

Mr. Metcalf suggested that if all dealers would get behind the claims department of the Association every claim could be collected.

WEDNESDAY MORNING SESSION

On Wednesday morning, after the entertainment of the night before, the delegates were late in gathering, so that it was after 10 o'clock when President Metcalf called the meeting to order. This was unfortunate, as the program was an interesting one

tion with proper regard to all interests and hope to be able to present to the trade a ruling on that point. The Utilities Commission has had one or two informal conferences with your directors and others, and we would welcome a specific definition or suggestion connected with this Association in regard to this matter of storage, and some advice and suggestion as to what the state utilities commission should do in regard to the storage of grain. We want to co-operate with you and we want to come to a fair and honorable decision in this matter, and if you could take the time for some of your members to meet with us, perhaps with a brief or some suggestion, they would be thrice welcome.

"I am very glad, moreover, that the attitude of the Commission is in accord with that of the Illinois State Grain Dealers' Association and the National Association, namely, that they welcome and want government supervision. We want to retain our present state departments and whatever is being done to the inspection of grain we want first of all uniform grades of all grain, not only of corn, but of wheat, oats, etc., and if this is adopted by the Department of Agriculture we will ratify and accept them at once. Here in Illinois we are practically unanimous on that point. I believe that my proper course and action ought to be to co-operate with the people who are affected by the proposition and the commission of which I am a member; and it has been my purpose and will be in the future to co-operate with the people who are interested in this matter and in some way get some definite correct conclusion."

He mentioned the conference held in Chicago on

May 29, attended by officers of the Illinois Association, of the Farmers' Association, by representatives of the Board of Trade and Mr. Gerstenberg, chairman of the Grain Committee.

"It was presented to them that the expenditures of the grain inspection department for the Chicago district had exceeded its receipts for the previous 16 months by \$54,000. Of course money is appropriated to run our department till July 1, 1915, but the grain inspection department should be self-supporting and should pay its own way. So before any action was taken I called a conference. (Pardon my saying what I would do but the entire grain inspection of Illinois has been referred to me.) This matter was called and after some discussion it was agreed to by all interests that 50 cents inspection fee per car would not be objected to. They did, however, as you are aware, request that some additional service be rendered to the country shipper. Mr. Metcalf presented three or four things which he asked be rendered to the country shipper. He asked that the physical condition of each car be included in the information attached to the grain certificate. He asked that the numbers of the seals broken by the grain samplers of the grain inspection department be taken and recorded on the certificate that is sent back to the shipper. He asked that the reasons for arriving at a grade of grain, why any particular grade so assigned to any particular sample and having in mind the new grades of corn should be included and attached to the certificate.

"Mr. Gibbons, chief grain inspector of the Chicago district, in the hearing, co-operated with these suggestions and made an additional suggestion, and that was that we go back to the old system whereby the railroads had what they called destination side track for the placing of grain cars so that the inspection might be expedited.

"After considering the suggestion of Mr. Metcalf, we are going to make a trial of furnishing the requested service, and through the co-operation of Mr. Boyd, manager of transportation of the Chicago Board of Trade, we have arranged with the railroads so that they will designate those particular tracks where grain cars can be kicked down on the particular tracks. The inspection departments ought to be able to expedite the service. Also the Board of Trade may assign an employe to seal the cars and take the seal numbers and attach a new seal number and attach with all the information with copies of the weight certificate, etc.

"We are trying to do that, but we may never do it, but we will make an honest attempt to do this."

Mr. Funk said that he would have reached his ambition if he had a part, however humble, in helping make the grain inspection service to the receivers and grain men the best that is in the country. He then went on to explain the workings of the Public Utilities Law in detail, as follows:

Grain inspection, as understood in this day and generation, has a far more important meaning than that ascribed to it in early history, and the grain inspection department of the present has necessarily become a very essential factor in the transaction of business as between the producer, dealer and consumer.

The present system of inspection is not the inception of a moment but rather the outgrowth of gradual evolution that has taken place in the methods of marketing and handling grain within the last half century. As the trade continues in its rapid strides, so has the work of the inspection improved to meet the demands and added responsibilities. Up to the time within the memory of most of us the harvest was delivered in its virgin state direct from the field to the nearest mill; machines for cleaning, purifying and preparing grain were almost unknown, the classifications of the different cereals were then comparatively few, and there was little need of trained experts to determine the various standards and grades. Later, with the advent of the vast network of transportation facilities, there came about the centralization of the storage houses and mills, and the consequent broadening of the market. With this change came the demand for a more rigid system of inspection. Today, with the dawn of a new era of intense energy and specialization in trade and manufacture the product of the farm is becoming greatly diversified under scientific treatment, and ways have been devised and machinery perfected for the purpose of manipulating this product into almost every conceivable condition and appearance; the department must follow in the footsteps of progress and adopt advanced methods in

determining the varieties, quality and condition and in many cases the methods pursued to attain the quality and condition demanded by the miller and the consumer when buying grain for specific purposes.

Track Inspection.

The "track" system of inspection, a system so long in general use in our inspection department and so designated from the fact that the work is performed and the grades established at the tracks of the different railroads instead of at the general office had its origin on the Chicago Board of Trade, in the year 1858, and was adopted by the Illinois State Grain Inspection Department when the State assumed the responsibility of grain inspection under legislative enactment in the year 1871. Within this time, however, there were many changes in the methods of handling grain, the inspection yards were removed to outer points remote from the city, which made the work of



A GROUP IN OLD KENTUCKY

inspection much more laborious, and new responsibilities were added that were not contemplated when the system was first inaugurated. In undertaking to cope with the changing of the trade, without modifying the system, the department in time began to deteriorate and the work of the inspectors became so uneven and unsatisfactory that Chicago inspection finally came into disrepute and her market was avoided whenever possible.

Investigation.

Upon investigation and visits made to the departments of other states, and after frequent conferences with the Grain Committee of the Chicago Board of Trade, and being thoroughly convinced there was but one final solution to the entire problem, namely that there must be careful review of every car inspected and no distinction made between grain arriving and that being shipped out. Thus originated the system of office inspection that is used in the State Inspection Department of Illinois (Chicago District), a system that preserves annually to the producers of



SECRETARY STRONG, ATTORNEY BACH AND OTHERS IN FRONT OF THE GEM THEATRE

grain large sums of money and renders to the trade generally a service at once complete and satisfactory.

The Department.

The position of the Illinois State Grain Inspection Department in its relation to the public is one of peculiar difficulty and responsibility. It stands as an arbitrator between buyer and seller, producer and consumer and practically fixes the value of the grades of grain passing under its supervision.

Following the adoption of our present State Constitution in 1870, the General Assembly of Illinois passed an act entitled, "An Act to Regulate Warehouses and the Inspection of Grain," in force July 1st, 1871. Also, the legislature passed an act entitled "An Act to establish a Board of Railroad and Warehouse Commissions, and Prescribing their Powers and Duties." These laws, together with subsequent amendments thereto, and several minor statutes, have been the basis of the State Grain Inspection in Illinois.

The law creating the State Public Utilities Commission, in force July 1st, 1913, provided that the State Public Utilities Commission should succeed to all rights, powers and duties of the old Railroad and Warehouse Commission. Hence, it comes about that the State Grain Inspection of Illinois is now under the

jurisdiction and authority of the State Public Utilities Commission.

There has been considerable discussion and inquiry as to the position of the Commission in reference to the storage of grain, and whether warehouses and elevators that store grain for inspection will be considered as public utilities.

Until further notice, this Commission will hold that a public warehouse, defined as belonging to Class A, under "An Act to Regulate Public Warehouses and the Inspection of Grain" is a public utility, and is therefore under the jurisdiction of the State Public Utilities Commission, as is provided in "An Act to Provide for the Regulation of Public Utilities."

The Commission has under consideration the matter of extending its jurisdiction over the storage of grain in country elevators.

It has been suggested, however, that the storage of grain in country elevators, either for compensation or free, has been subjected to great abuse in the past, and is a matter that should be presented to the next General Assembly by the Legislative Committee of the Illinois Grain Dealers' Association.

This Commission will at all times be ready to receive any suggestions or criticisms as to the methods used in the State Grain Inspection Department, it being our purpose to afford to the producers, shippers, receivers and consumers of grain in Illinois, the most efficient and reliable inspection possible to obtain.

To that end the State Grain Inspection Department has adopted the new grades of corn promulgated by the United States Department of Agriculture, to go into effect July 1st, 1914.

It was my privilege to represent this department at the hearing before the Committee on Agriculture of the National House of Representatives upon the Le'er Bill, which provided for federal supervision of grain inspection throughout the United States, and for uniform grades of grain.

This Commission is very anxious to co-operate with the Federal Government in this matter.

At an informal conference held in Chicago, May 27th, 1914, attended by your president, Mr. Metcalf; by the secretary, Mr. Strong, and by Mr. Danforth and Mr. Steinhart of the Farmers' Grain Dealers' Association and by representatives of the Chicago Board of Trade, a showing was made that due to the low inspection fees charged, a deficit of \$54,000 had been created for the State Grain Inspection Department for the sixteen (16) months prior to May 1, and it was there agreed that an inspection fee of fifty (50) cents per car would not be unreasonable and would not be objected to, and the fee will be raised on July 1, to fifty (50) cents per car.

LEGAL MATTERS CONNECTED WITH THE GRAIN BUSINESS

The time was getting short so that when William R. Bach, attorney for the Association, was called upon he gave his address without preliminary remarks. This valuable paper should be read carefully by every grain man in the country.

Fellow members of the Illinois Grain Dealers' Association: It gives me great pleasure to meet again with you in annual convention. Each succeeding convention seems better than those which have preceded it, perhaps due to the fact that our acquaintance is becoming more intimate each year.

The close friends that I have found in the Illinois Grain Dealers' Association I shall treasure always. I have often wondered at the close companionship that is noticeable between old soldiers who have soldiered together and fought side by side. But I can now appreciate this companionship. Days and weeks of legal battle before the bar of the Interstate Commerce Commission and Public Utilities Commission against our common foe, the steam railroad, during the past year has made friends and companionships among our members that I know I shall treasure always.

The strenuous fight which we have made during the past fiscal year against the unjust, unlawful and discriminatory advance in Illinois intrastate and interstate grain rates is now a matter of history. Our fate is now in the hands of the State Public Utilities Commission of Illinois.

We have fought a good fight. The membership of this entire Association has just reason to be proud of the ability and wisdom of the personnel of the Committee which has conducted this litigation. As for the legal end of the fight, we were somewhat handicapped by our inexperience in matters of this character when pitted against specialists who have given years of patient study to the very intricate questions that were at issue in the case.

A Tribute to the Public Utilities Commission.

Due deference to the finer feelings and to the wishes of our distinguished guest who has just preceded me on the program prevents me from saying all the good things about the Public Utilities Commission that I had it in mind to say on this occasion. Suffice it to say that from my life-long companionship with Mr. Funk and from my long acquaintance with ex-Governor Yates and my recent acquaintance with the other distinguished gentlemen of the Commission, I but moderately state the proposition when I say that in every matter that comes before the State Public Utilities Commission of Illinois, affecting the farmer, or the grain producer, or the elevator man, as well

as the railroads and public service corporations in Illinois, you can expect a square deal, without fear or favor.

The personnel of this new Commission, which holds so much of your welfare within its power and control, leaves no cause for doubt or uncertainty in our minds as to how its affairs will be handled. Every question submitted to this Commission will no doubt receive the closest and most thorough investigation and the decision of the Commission will be the honest conviction of its members.

It has been the constant aim of this office and your executive officers to cultivate the friendship of the officers and members of the kindred organization, the Farmers' Grain Dealers' Association of Illinois. In our great fight against the arbitrary advance in local and interstate grain rates in Illinois, our strongest supporters have been the officers and members of the Farmers' Association. That the legal questions affecting the members of the Farmers' Association are practically the same as those affecting our own members is self evident. That the united support and influence of both of these great associations is of great value to the lawyer in his trial of cases must be apparent. The co-operation of the members of our Association in respect to the legal matters affecting the members is of great value to each individual member. Questions of importance to the whole membership need not be litigated by each individual at his individual expense, but at the expense of the Association. A proposition, once decided by our state courts, affords a precedent upon which the grain dealer can rely in his future dealings. Without a legal department and without co-operation the members would not become

Illinois railroads. It was provided that our members would file no claim for a less amount than \$3.

That where there was no evidence of leaks and seals were intact, an allowance was made for variation in scale weights and natural shrinkage.

That where there was evidence of leaks or seals were not intact, claims were to be paid without any allowance.

That claims were to be passed upon within ninety days.

Nowhere in this agreement was it provided that this agreement pertained only to intrastate shipments. Without notice to our Claims Committee, or to any officer or member of our Association, by secret agreement, all of the carriers who were parties to this agreement, began to reject claims on interstate shipments, where there was no evidence of leaks, and tariffs were published claiming the right to deduct one-fourth of one per cent on corn and one-eighth of one per cent on small grains, even where there were evidences of leaks. At the same time the railroads were holding our members to the contract, particularly as to the minimum claim that could be filed. Thus it became a wholly one-sided agreement, and without advantage to the members of our Association. It was therefore abrogated.

I give you this information that you may fully know the facts.

This leads to one of the important questions, which is now up to our department, and which we have been asked to discuss at this convention.

Liabilities of Common Carrier.

Viz: The liability of a common carrier for the difference between the loading weight and the terminal

States courts, but must be litigated in the state courts, if commenced there.

Interpretation of Bills of Lading.

In the courts of the State of Illinois, a bill of lading is considered a binding contract of carriage between shipper and carrier, as well as a receipt, but the shipper is not presumed to know the conditions printed on the back of such bill of lading, even though he may sign the same, and the burden of proof is upon the carriers to show that the shipper had such knowledge and did in fact agree to such conditions. While in the United States courts the bill of lading is held to be a contract between the shipper and carrier and that the shipper is presumed to know the conditions printed upon the same and is bound by the same.

Thus it is apparent that it largely depends upon the forum where the shipper is compelled to bring suit whether the shipper will succeed in his suit. It may possibly be contended by the carriers that the Kenyon amendment is unconstitutional, but as the Kenyon amendment is similar to the provisions of the Act of Congress prohibiting the removal of causes from state courts to United States courts, brought under the Federal Employers' Liability Act, and which has been held to be constitutional in several very late cases in the United States court: *Rice vs. Boston & Maine R. R.* (203 Fed. 580); *Kelley's Adm. vs. C. & O. R. R.* (201 Fed. 602), such contention of the carriers is, in my opinion, untenable.

The question therefore remains whether an appeal from the decision of the court of final resort in the State of Illinois lies to the Supreme Court of the United States, and if so what decision can reasonably be expected on this question.

In *Galveston, Harrisburg & San Antonio Ry. Co. vs. L. V. Wallace* (108) and *same railway vs. J. D. Crow* (109), decided by the Supreme Court of the United States, February 19, 1912, it was held that damage caused by failure to deliver in a foreign state goods entrusted to a carrier for shipment is in no way traceable to a violation of the Federal statute regulating commerce. Citing *Atlantic Coast Line R. R. vs. Riverside Mills* (219 U. S. 208), and that jurisdiction to try such a case was lodged concurrently in both state and Federal courts. While later cases, which we claim had no bearing in such a case as above stated, held that the Federal courts had conclusive jurisdiction, and were followed by the United States District Judges of Illinois, sitting at Springfield and Peoria, Ill., and jurisdiction was assumed by these courts after our state courts had denied application for removal.

Kenyon Amendment a Relief.

It therefore became necessary to have congressional legislation on the subject to prevent these United States judges from taking jurisdiction of these cases, founded on interstate shipments. The Kenyon amendment effectually prevents the further removal of such cases to the United States District Courts.

The appellate jurisdiction of the United States Supreme Court, on appeal from the final judgments of our state courts, in proper cases, is not, however, affected by this Kenyon amendment. It is our opinion that judgments for the recovery of damages for loss in interstate shipments, where no evidence of leaks is offered, are not appealable to the United States Supreme Court.

Quoting further from the court's opinion in the Wallace case, above referred to:

Thus considered, when the holders of the bills of lading proved the goods had not been delivered to consignee, the presumption arose that they had been lost by reason of the negligence of the carrier or its agents.

The burden of proof was then cast upon the carrier to prove that they had not been lost through the Act of God, the Public Enemy or through some cause against which it might contract. Therefore, it becomes material to know to what extent the carrier and the shipper may contract to limit the liability of the carrier. The law on this subject, as determined by the very latest cases bearing on the subject, is that carriers have the right to enter into contracts with shippers, limiting their liability to stipulated amounts where the rate of carriage may depend on such valuation, but cannot contract to exempt themselves from liability for negligence. *Kansas City Southern Ry. Co. vs. Carl* (33 Sup. Ct. Rep. 391 Supreme Court of U. S. A.); *M. K. T. Ry. Co. vs. Harriman* (33 Sup. Ct. Rep. 397); *C. R. I. & P. Ry. Co. vs. Cramer* (34 Sup. Ct. Rep. 383); *Great Nor. Ry. Co. vs. O'Connor* (34 Sup. Ct. Rep. 380). The foregoing are all decisions of the U. S. Supreme Court rendered within the last year.

Both carrier and shipper are bound to know the published interstate tariffs and cannot contract to terms of carriage at variation therefrom. *A. T. & Santa Fe Ry. vs. Robinson* (34 Sup. Ct. Rep. 556 decided April 6, 1914).

Assuming that the law is as above quoted, the application of it to the certain conditions or limitations contained in the standard bill of lading is important.

Assumed Limitations of Liability.

The first of these conditions, which we shall refer to and which is an attempt by the carrier to modify its common law liability, is the condition which seeks to exempt the carrier from liability for the difference in the weights of grain, seed or other commodities, caused by natural shrinkage or discrepancies in elevator weights.

This condition is clearly an attempt on the part of the carriers to relieve them of their common law lia-



A FEW CHICAGOANS CAUGHT BY THE CAMERA

aware of these decisions affecting the rights of the entire membership, except he might run upon the same incidentally.

The Legal Organization.

As at present organized, the secretary of our Association, who, by the way, has labored incessantly for the perfecting of our claims department, upon any decision being reported to him, notifies the membership of the same through the columns of the official organ of the Association. Thus are we so organized that we no longer as individuals cope with the organized railroad interests of the country, but as a unit.

A member of our organization in good standing who has a legitimate claim against any railroad may have the same enforced through our legal department without being compelled to pay all he gets from the railroad company to his attorneys.

Claims Must Be Legitimate.

In this connection a word of caution is not amiss. The fact that the Association collectively employs the attorney should not prompt anyone to attempt to enforce any fictitious or unfounded claim against any railroad. While we are satisfied that some of the railroads of the state of Illinois are rejecting the legitimate claims of some, without any legitimate excuse, while allowing the same kind of claims to the others, and are not wholly impartial in regard to this matter, still we, as an association, on the contrary, should be most careful to thoroughly scrutinize every claim that the Association is willing to prosecute, to the end that only legitimate claims are attempted to be collected.

The Abrogation of the Railroad Agreement.

As the membership is probably aware, the working agreement between the Illinois railroads, in reference to the matter of the settlement of claims, was abrogated by our Association for very good and sufficient reasons. That there may be no misunderstanding about the cause of this action on the part of the officers of our Association, and to show that the railroads were wholly to blame for such action, I submit the following:

Under the terms of our agreement with the various

weight of grain received by such carrier on an interstate shipment, where there is no evidence of leak, or no evidence of impairment of original seals on the car.

This question is one not wholly free from doubt, and, so far as we have been able to learn, one not already decided by the courts of last resort. We now have several test cases in the courts to determine the question and hope to be able to sustain our views on that question.

Prior to the passage by Congress and approval by the President, on January 20, 1914, of an "Act to Amend an Act Entitled 'An Act to Codify, Revise and Amend the Laws Relating to the Judiciary'" Approved March 3, 1911, being chapter 231 of 36th Statutes at large, which reads as follows:

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled: That the Act entitled "An Act to codify, revise, and amend the laws relating to the judiciary," approved March third, Nineteen Hundred and Eleven, being chapter Two Hundred and Thirty-one of Thirty-Sixth Statutes at Large, be amended by inserting at the conclusion of section twenty-eight, chapter three, of said Act, the following:

And provided further, That no suit brought in any State court of competent jurisdiction against a railroad company, or other corporation, or person, engaged in and carrying on the business of a common carrier, to recover damages for delay, loss of, or injury to property received for transportation by such common carrier under section twenty of the Act to regulate commerce, approved February fourth, eighteen hundred and eighty-seven, as amended June twenty-ninth, nineteen hundred and six, April thirteenth, nineteen hundred and eight, February twenty-fifth, nineteen hundred and nine, and June eighteenth, nineteen hundred and ten, shall be removed to any court of the United States where the matter in controversy does not exceed, exclusive of interests and costs, the sum or value of \$3,000.00.

It was probably impossible to collect claims of that character, if the railroads saw fit to remove the cases to the United States courts. But after the enactment of the foregoing legislation by Congress (thanks to the special efforts of Senator Kenyon of Iowa), suits founded upon such claims, where the amount involved is less than \$3,000, can not be removed to the United

bility and from negligence and in my judgment such conditions are contrary to the provisions of the Carmack amendment to the Interstate Commerce Act.

What do the terms "natural shrinkage" and "discrepancies in elevator weights" mean when employed in bills of lading? As to what that condition means is uncertain, although tests to determine natural shrinkage of grain at various seasons and in various localities have been made, as I understand it.

It occurs to me that the question of natural shrinkage is determinable by tests, and when reliable information on that subject is obtainable, if there is such a thing as natural shrinkage of grain in transit, the carrier should not be liable for it.

Government Should Control.

This subject of natural shrinkage of grain and of variation in scale weights is a fit subject for Government control. Terminal elevator weights should be polled by the railroads, as well as the terminal exchanges, or by a sworn Government weigher whose affidavits of weight of the contents of a car should be received in all the courts, state and Federal, as the incontestable weight at point of destination, while the weight at point of shipment should be definitely ascertained by both shipper and carrier before the bill of lading is signed by the carrier's agent. This could be determined by compelling the carrier to maintain accurate track scales and in case of default to accept the sworn statement of the shipper or his agent as to weights as conclusive.

Disputes as to weights should be settled before the car leaves the place of origin. If the Government should undertake the matter of polling weights it would be altogether feasible for the postmasters or their duly authorized deputies to weigh and supervise the loading of grain. To my mind Government supervision of the inspection of grain is no more imperative and advisable than is Government supervision of weights. When the inspection and weighing of grain at point of origin as well as destination is standardized and under Government or state control, the carrier and shipper alike will be protected in the handling of grain.

Carrier's Liability Upheld.

As the situation now stands, in suits brought in the state courts of Illinois, the initial carrier is liable to the lawful holder of the bill of lading for the difference between the loading and terminal weights of grain, even in case of interstate shipments, and a suit brought by the lawful holder of the bill of lading of an interstate shipment against the initial carrier for loss through delay or otherwise, where the amount involved is less than \$3,000, is not removable by the carrier to the United States District Courts, nor appealable to the U. S. Supreme Court. The above provisions of the bill of lading are broad enough to cover all differences between loading and terminal weights, however, great, where no evidence of leaks or rough handling is apparent at destination and where the original seals are intact, notwithstanding the fact that leaks may have existed en route and were plugged up by track inspectors, without any record having been made of the same.

Discrepancies in Weight Possible.

Our Association is on record as recognizing the possibility of there being slight discrepancies between loading weights and terminal weights, caused by scale variation and natural shrinkage. These two factors were largely responsible for our agreement with carrier as to minimum claims that we would file and as to the allowance of one-fourth of one per cent on corn, and one-eighth of one per cent on oats, on claims

above the minimum, where there was no evidence of leaks and where seals were intact. But the voluntary withdrawal of the railroads from this agreement by their refusal to recognize claims, based on interstate shipments, where there was no evidence of leaks and where original seals were intact, leaves the matter open for judicial determination.

It cannot be successfully urged by the carriers that these conditions come under that class of cases, cited above, where the shipper has a choice of rates, depending upon the value of the commodity transported, nor can it be claimed that under the common law carriers were relieved from responsibility on account of the discrepancy between the loading and the terminal weights, caused by any defective weighing, or by the scale not weighing accurately, it would be a legal defense, but there is no legal presumption that because there is a difference between loading and terminal weights it must be caused by defective weighing; or by defective scales. On the contrary the legal presumption



AT THE BARBECUE

tion arising from a discrepancy between loading and terminal weights is that the carrier has lost a part of the grain in transit, and, under the common law, which remains unchanged by the Interstate Commerce Act, as finally amended by the Carmack amendment, the carrier is responsible for such loss.

What bearing our Illinois Statute will have on interstate shipments yet remains to be seen, as this statute has not been construed by our courts. The statute provides:

If any such corporation shall, upon the receipt by it of any grain for transportation, neglect or refuse to weigh and receipt for the same, as aforesaid, the sworn statement of the shipper, or his agent having personal knowledge of the amount of grain so shipped, shall be taken as true, as to the amount so shipped; and in case of neglect or refusal of any such corporation upon the delivery of any grain by them, to weigh the same as aforesaid, the sworn statement of the person to whom the same was delivered, or his agent having personal knowledge of the weight thereof, shall be taken as true, as to the amount delivered. And if, by such statements, it shall appear that such corporation has failed to deliver the amount so shown to be shipped, such corporation shall be liable for the shortage, and shall pay to the person entitled thereto the full market value of such shortage, at the time and place when and where the same should have been delivered.

But we are of the opinion that, inasmuch as the statute is not in contravention of any of the provisions of the Interstate Commerce Act, and is but declaratory of the common law, and does not offend against any provision of the constitution of the United States, it will be followed and applied by our state courts and the United States Supreme Court in interstate shipments of grain, now that the carriers are

prohibited by the Kenyon amendment from removing causes to the United States District Courts, where the amount involved is under \$3,000, and the jurisdiction of the United States Supreme Court is therefore appellate only.

Our members will await with interest the result of the final determination of this question by the courts.

Damages Not Restricted to Carrier's Own Line.

The next conditions of the bill of lading to which we desire to call attention are the conditions to be found in Section 2, by which liability of the initial carrier is sought to be restricted to damages sustained on its own line. Under the Carmack amendment these conditions are absolutely of no avail to the carriers and the initial carrier may be sued for damages arising either on its own line or on other connecting carrier lines by the lawful holder of the bill of lading. This has been decided in many recent cases, both in our own state and in the United States Supreme Court.

The Four Months' Limitation.

The four months' limitation in which to file claims with the carriers' clause or condition is, in our opinion, a valid condition and should be observed by all of our members. This clause is really to the benefit of the shipper, in that he is better able to obtain the evidence to substantiate his claim while the same is fresh in the minds of all connected with the transaction.

Claims Should Be Adjusted Within Forty Days.

In this connection I wish to recommend legislation or rules by the State Public Utilities Commission and Interstate Commerce Commission to the effect that all claims should be adjusted by the carrier within forty days after being filed.

In *Seaboard Air Line Ry. Co. vs. Seeger* (207 U. S. Supreme Court Report), the United States Supreme Court upheld the validity of a Georgia statute requiring railroads to adjust claims within forty days after being filed, and would recommend the property committee would bring the matter to the proper authorities to the end that we in Illinois may have our railroad claims adjusted within a similar period of time, thereby enabling the shipper to obtain all necessary evidence to sustain his claim in court, if he is compelled to sue.

Carriers Should Furnish Suitable Cars.

Section four of the bill of lading requiring the shipper to pay for coopeage does not obviate the necessity of the carrier furnishing suitable cars, properly equipped with all necessary appliances to properly transport the commodity offered, free of expense, except the legal tariff for transporting the commodity. What is meant by this section is ambiguous. But if it is intended thereby to compel shippers to repair leaking cars at their expense, it is absolutely void. If it is intended thereby to compel grain shippers to furnish material for grain doors at their own expense, it is void. Nothing, however, should be charged for setting the grain doors in place by the shipper.

In cases of intrastate shipments, there is no question but that a shipper can recover for car coopeage, where the carrier insists on the shipper using an unsuitable or leaky car, as there is as yet no state law or rule of the Public Utilities Commission preventing such recovery.

Interstate Coopeage Claims.

In the case of coopeage claims on interstate shipments a different proposition is presented. The Interstate Commerce Commission does not allow the carrier to reimburse the shipper unless the published tariff, under which the shipment moves, expressly provides therefor.

The shipper has this alternative on an interstate

shipment: To either stand the coopeage or refuse to accept the defective car for loading and hold the carrier liable for any loss sustained by its failure to supply a suitable car, suitable for carrying the particular commodity in question.

In the Fox case, which was brought for damages for delay in furnishing suitable cars, the court held that the carrier was bound to furnish suitable cars, properly equipped with grain doors, and could not compel the shipper to furnish his own grain doors. The defendant carrier in that case furnished the cars in due time, but furnished no grain doors with them. It was held liable for the decline in the market value of the corn which the shipper desired to ship. This case has had a significant effect. The Chicago and Alton Railroad is now using great care to properly equip their grain cars and to properly equip them with suitable grain doors.

My advice to the shipper is this: Demand and load only suitable grain cars, properly equipped and properly equipped with grain doors. If defective grain cars are furnished, serve immediate written notice on the carrier's agent of the defective condition of the cars furnished; also that you will hold the carrier liable for all loss occasioned by the delay. In cases of shipments to fill contracts, within limited times, give the carrier full notice of any special damages that may arise.

If this action is uniformly pursued by the shipper you will not be troubled with reparation claims for coopeage. Bear in mind that the shipper need not worry or fear that his competitor may receive the benefit of his refusal to accept the car rejected, as the carrier will be just as liable for discrimination as it will for delay.

The foregoing being the principal conditions affecting our membership and upon which any controversy has heretofore arisen, we do not refer to the other condition of the bill of lading.

There is another matter to which I wish to briefly refer as it may be helpful to the membership in suits against carriers.

Market Reports Proof of Grain Value.

The question of the competency of the dealer to make proof as to the value of the grain at foreign markets often arises in cases against the carrier. There is an abundance of authority to sustain the proposition that a dealer who is informed or advised by the current market reports of the destination market and the actual sale of his own grain in question as to the market value of his grain, is competent to testify as to such value: *Sisson vs. R. R. Co.* (14 Mich. 487); *2 Rice on Evidence*. Sec. 553; *Brackett vs. Edgerton* (14 Minn. 174); *Alabama Ry. vs. Searles* (16 Southern Rep. 255). All that is necessary in such cases is that the dealer familiarizes himself with the current market report of the particular market and bases his testimony on such reports, together with the price obtained for his own particular grain.

Summary of Legal Points.

The latest utterances of our State Courts of last resort on the duty to furnish cars is as follows:

"It was the duty of the appellant to furnish cars suitable for the commodity for which they were ordered."

Shippers cannot recover from the carrier the value of grain doors furnished by such shippers for interstate shipments unless the published tariffs of such carrier so provide.

Reject all cars not reasonably suitable for the purpose for which ordered and compel carriers to furnish suitable equipped cars.

A carrier is liable for grain injured through its fail-

ure to furnish suitable cars, though such injury occurs on the line of a connecting carrier.

A carrier is liable for its failure to furnish suitably equipped cars within a reasonable time.

The carrier has the burden of showing that it furnished the cars within a reasonable time.

The state court may enforce the liability of an initial carrier of an interstate shipment, arising under the Carmack amendment of June 23, 1906, to the Interstate Commerce Act of February 4, 1887, notwithstanding an express provision of the contract of carriage to the contrary.

The carrier cannot remove a case based on a violation of the Carmack amendment from a state court to the United States District Court when the amount involved is less than \$3,000.

The principles of the common law are operative upon all interstate commerce enactments.

The law of the state where a contract of carriage was made and the goods delivered to the carrier, gov-



THE COMMITTEE ON NOMINATIONS

erns the rights of the parties, and not the law of the state to which the shipment is transported.

The courts of this state, in the absence of express legislation by Congress to the contrary, will have jurisdiction to decide questions arising before them, affecting interstate commerce, and the Supreme Court of the United States on appeal will be governed by such construction insofar as the same does not contravene or violate any of the constitutional provisions.

The Kenyon amendment to the United States Judiciary Act, preventing the removal of causes to the United States District Courts, is a constitutional enactment.

While carriers can limit the amount of their liability by contract entered into with the shipper, still they cannot limit their common law liability.

Carriers are liable for the loss of grain in transit and the sworn statements at point of loading and destination are conclusive against the carrier where the carrier neglects to weigh the same at the time of loading and unloading.

State laws limiting the time in which to adjust claims for interstate shipments are void.

Conditions requiring claims for loss to be filed within four months are binding on the shipper.

In conclusion permit me to thank the officers and members of the Association for the many courtesies and trusts reposed in me in times past and to assure you that, with my health permitting, we intend that our Association shall be a factor in righting wrongs

and in unraveling the many knotty problems that from time to time affect our membership.

I feel that I have but inadequately handled the subject assigned me on this occasion and crave your kind indulgence.

ELECTION OF OFFICERS

The Committee on Nominations presented its report as follows:

President, Victor Dowell, Warrensburg; vice-president, J. B. Stone, Maitoon; treasurer, H. I. Baldwin, Decatur; directors for two years, H. S. Antrim, Cairo; C. H. Wade, Paris; William Wheeler, Melvin; and E. E. Schultz, Beardstown, to fill the unexpired term of George D. Montelius, deceased.

The president and vice-president nominated by the committee were elected by acclamation. C. C. Miles of Pearl was nominated from the floor for treasurer and a ballot was taken, R. C. Baldwin and William M. Hirschy acting as tellers. The chair ruled that any accredited representative could vote in the absence of a member of the firm, only one vote being allowed to each membership. The ballot resulted in the election of C. C. Miles by a majority of two. The committee's selections for directors were elected by acclamation.

RESOLUTIONS

The Resolutions Committee then presented its report, all of the resolutions being adopted without discussion.

Date of Annual Meeting Changed.

Amend Article IV, Section, in relation to the Annual Meeting, changing same to read the second Tuesday in May instead of the first Tuesday in June and the fiscal year end April 30th.

The fiscal year for the Association ends with the month of May of each year, and Section 6 of Article I of the By-Laws requires that the Finance Committee shall audit the books and accounts of the Secretary, annually, five (5) days before the regular meeting of the Association.

It is the difficulty of making up the accounts and getting them audited by the Finance Committee which suggests the idea of having the annual meeting one week later in the month; and the fact that always after corn planting is completed there is more or less of a movement of grain and this prevents many dealers from attending the meeting.

A Fee Deposit with Notice to Appeal.

Amend Section 6 of Article I of the Arbitration Rules, by adding at the end of the Section these words:

"A fee of Ten Dollars shall accompany the notice of appeal," which shall be forfeited if the decision is sustained and shall be refunded if the appeal is sustained.

There being no fee required for appeal, it is simply a proposition to have every case that is arbitrated appealed to the Executive Committee. If a party really thinks the Arbitration Committee is wrong, he will put up Ten (10) Dollars to find out; but the rule as it is at present permits appeal without a fee.

Future Trading Endorsed.

Whereas, during the past few years there have at times appeared in the public prints articles condemnatory of the present methods of trading in grain for future delivery, and

Whereas, many public men, elected officers of your



GROUP OF MEMBERS AND VISITORS PRESENT AT THE TWENTY-FIRST ANNUAL CONVENTION OF THE ILLINOIS GRAIN DEALERS' ASSOCIATION HELD AT CAIRO, ILL.

body politic, have at times voiced similar sentiments; and

Whereas, we believe that such condemnation is unwarranted; is wholly opposed to the best interests of producer and consumer alike—and is born of a lack of knowledge of, or a full understanding of, the present methods, which are the evolution of fifty years of commercial necessity and progress; and

Whereas, we as grain merchants anxious to carry on the business of moving our annual grain crops from the hands of the producer to the mouths of the consumer, at a minimum of expense and at a minimum of commercial risk, realize that the present trade in grain for future delivery is the only insurance we have available, against these risks; and

Whereas, we are convinced that this system has been the only guarantee of unlimited competition for the farmers' products, on the one hand; and unhampered access to all markets on the other; and

Whereas, this development of the trade in grain for future delivery, its healthy growth and its consequent unrestricted response to the natural forces of supply and demand, is our only safeguard against monopoly in the grain business.

Therefore be it resolved that, we, members of the Illinois Grain Dealers' Association in convention assembled, cognizant in our own daily business experience of the economic benefits of this system and its real commercial necessity, do hereby approve of the present system of trading in grain for future delivery as practiced in the Chicago Board of Trade and all other great American grain exchanges of this country.

That, we, as citizens and as business men, are proud of these great Commercial Exchanges; in that they furnish to us access to all of the markets of the world at a minimum of expense.

That, we call upon our representatives in our State and National Legislative Halls to preserve to us this system through a wise appreciation of its benefits to all, and a sane disregard of uniformed critics.

That, the secretary of this Association be instructed to mail a suitably prepared copy of these resolutions to every executive officer of the State of Illinois, every member of the Illinois Legislature, and to each Senator and Congressman representing this great State in the National Councils at Washington.

Transit Charge Condemned.

Whereas, Mr. J. B. Magee, of Cairo, Ill., has today read to this convention a most able and instructive address upon the subject of the proposed 1 cent per 100 pound charge for transit on all grain stopped at shipping points; be it resolved, That the thanks of this convention be hereby tendered him for the information contained therein; and be it further resolved, that it is the sense of this convention that we are unalterably opposed to such a charge and that the officers of the Illinois Grain Dealers' Association are hereby requested to do everything in their power to prevent such a charge ever being made effective or legal.

Car Lot Rule Again Urged.

Be it resolved, that it is the sense of this Convention that the Chicago Board of Trade be petitioned by the Executive Officers of this Association to reconsider the rule known as the "Car lot" rule, and

That, this Association expresses now its unqualified approval of such a rule, and

That, the advice and assistance of the Executive Officers of this Association be tendered to the Board of Trade of Chicago, if desired by that Exchange, in the desire on our part, to help in the wording of such a rule, which we confidently believe is a big step forward in the grain business.

In Memoriam.

Whereas, it has pleased Divine Providence, in His infinite wisdom, to remove by death from among our valued members:

Nicholas B. Claudon, Fairbury, July 17th, 1913;
Isaac H. French, Champaign, July 9th, 1913;
P. S. Carter, Girard, August 21st, 1913;
F. P. Smith, Decatur, September 17th, 1913;
David Miller, Lanark, January 11th, 1914;
Geo. D. Montelius (Ex-President), Piper City, March 12th, 1914;

J. M. Jones, Dewey, May , 1914; therefore, be it

Resolved, that we extend to the families of the departed our deepest and most heartfelt sympathy in their sad bereavement and commend them to the care of Him who doeth all things well. Be it further

Resolved, that this resolution be spread upon the minutes of our meeting and a copy mailed by the secretary to each of the families of the deceased.

War on Insect Pests.

Whereas, the Hessian fly, the army worm and the chinch bug annually cause a vast amount of damage to growing grain on Illinois farms; and

Whereas, the ravages of these insect pests are quite within the control of the farmers who may understand their habits and the methods of control and eradication; therefore be it

Resolved, that the secretary be authorized to obtain from the Department of Agriculture at Washington or from the entomologist of the University of Illinois information of such habits and methods and prepare it for circulation among the farmers through the grain dealers of this state, with a view to curtailing and minimizing the destruction annually caused by these pests.

Whereas, the population of the United States is increasing at a much more rapid rate than the production of cereals; and

Whereas, the prosperity of the grain business depends upon a steady increase in the yield of better grain; therefore be it

Resolved, that the Illinois Grain Dealers' Association again commend the work of the Crop Improvement Committee of the Council of Grain Exchanges; and

That every member be and hereby is appointed a special representative of this Association each in and for his own county or locality, and will take an active interest in the organization of this seed wheat campaign and agrees to call or attend a local meeting or meetings of the other committeemen representing the millers, bankers and recognized rural civic organizations for the purpose of arousing a community of action and obtaining a larger yield of better grain;

That the secretary is hereby instructed to furnish each member with a copy of this preamble and resolution with a request that each member, when addressed by the Crop Improvement Committee, shall give this proposition his earnest support.

Committee on Discounts Appointed.

Whereas, the shipper of grain at present is without recourse on the discounts applied on off grade grain shipped to apply on contracts; and

Whereas, frequently such discounts are excessive and unreasonable; therefore

Be it resolved, that the chair appoint a committee of which the president and secretary shall be mem-



TREASURER C. C. MILES
Peoria.

bers, to which complaints can be referred for investigation or arbitration if warranted.

Thanks and Appreciation.

Whereas: The Cairo Board of Trade, the Entertainment Committee, and the citizens of Cairo have provided in every way possible for our comfort and pleasure;

Therefore be it resolved, That we, the members of the Illinois Grain Dealers' Association, thank most heartily these bodies for their efforts in our behalf, and also those who have taken part in the program.

President Metcalf, before presenting the gavel to the new president, Mr. Dewein, said:

"I want to again thank the membership of the Illinois Grain Dealers' Association for the courtesies and kindness they have extended to me for the past three years, and I commend the incoming officials to your kind consideration."

Mr. Dewein responded, that he wanted to get acquainted with everybody and shake hands. Let us clasp our hands together. "I wish to thank you most heartily for this honor that you have conferred upon me and feel that with my size as compared with that of him who preceded me, I have an uphill job. He said that he realized the high standing of the Illinois Grain Dealers' Association and it would be his effort to keep it there or put it higher. To do this it will be necessary to have co-operation."

The last number on the program was an address on the Bill of Lading by W. M. Hopkins of Chicago. In the few minutes of time at his disposal, Mr. Hopkins pointed out that a bill of lading is, first, a contract; second, evidence of title to property;

and third, an instrument of credit. He briefly pointed out some of the things that are in the present bill of lading which should not be there, and also some things that should be included.

Although Mr. Hopkins did not have time to deliver in full his prepared address, the subject is so vital to the interests in the grain trade and it was prepared with such care that we have printed it in full on another page.

At 12:15 o'clock on June 3, the convention was adjourned *sine die*.

DIRECTORS MEET ON STEAMER

On Wednesday afternoon, June 3, the directors of the Association had a short meeting. There were present Victor Dewein, Warrensburg, president; J. B. Stone, Mattoon, vice-president; and directors, H. A. Hilmer, Freeport; E. M. Wayne, Delavan; H. S. Antrim, Cairo; E. E. Schultz, Beardstown; C. H. Wade, Paris; Wm. Wheeler, Melvin.

The president, vice-president and the four new directors were duly sworn into office by Secretary S. W. Strong.

On a motion by H. S. Antrim, duly seconded, S. W. Strong, of Urbana, was appointed secretary of the Association for the ensuing year, at the same salary as last year.

This was adopted by unanimous vote.

On motion, the Board adjourned.

PRESENTATION TO RETIRING OFFICERS

In the lobby of the Hotel Halliday on Wednesday evening as many of the grain dealers as were left gathered together and, after paying a high tribute to his work in and for the Association, C. H. Feltman, of Peoria, presented Ex-President Metcalf, on behalf of the Grain Dealers of Illinois, with a beautiful stickpin, set with a cluster of diamonds. Mr. Metcalf replied in a touching speech of appreciation, not only for the pin but for all the courtesies he had received from the members of the Association.

Mr. H. I. Baldwin was also remembered for his 12 years of faithful service as treasurer of the Association, and with a sincere and complimentary speech was presented with a pair of diamond cuff links. Mr. Baldwin replied in a fitting manner, and the cheers that followed the remarks of both officers showed in what high regard they are held by the members. Both men have set a high standard of efficiency in office and have placed a mark which will be hard to surpass.

ENTERTAINMENT

Cairo and its citizens can be justly proud of the way the delegates to the convention were entertained. The reputation of southern hospitality was upheld in the fullest degree and the promises of the Entertainment Committee were more than fulfilled. Never before have the grain dealers of Illinois been entertained in such a royal and whole-hearted manner.

Entertainment for the Ladies.

Great preparations had been made for the ladies attending the convention with their husbands. Tuesday afternoon after luncheon twenty automobiles called at the Halliday and took the entire party on a forty mile trip through Cairo's business, residential and country sections. Crossing the eastern levee outside the city limits, the government road carried the party into mounds, thence back and around to the western terminus of the levee and a view of the Mississippi. Returning, the ladies were taken to the Woman's Club of Cairo, which was beautifully decorated with roses and the (to us of the north) rare magnolia blossoms which filled the air with their fragrance.

The reception committee of the Woman's Club were in the line, the committee consisting of Mesdames Anna E. Safford, Isabella L. Candee, Wm. N. Butler, Samuel White, J. W. Wenger, A. C. Lohr, E. S. Dewey, John D. Ladd, John A. Miller, Walter Warder. They received the guests in the upper corridor.

Refreshments of ice cream and individual cakes were served by Mesdames W. J. Johnston, Oris B. Hastings, Wm. G. Cunningham, H. S. Antrim, Alvin Lynch, M. F. Gilbert, D. L. Marx, Miss Belle Cunningham.

During the afternoon delightful musical numbers were given by Mrs. Claude Winter, Mrs. Glendale Morgan and Miss Mary Frances Wendling.

Musical, Dance and Initiation.

On Tuesday evening a delightful musical program was given at the Elks Club. A song cycle, "The Morning of the Year," was rendered by Mrs. Staehle, Mrs. Henry Gilhofer, Mr. Joseph McNulty and Mr. Paul Clendenen. Upton S. Condy gave several readings and Mr. Howard Frank offered several violin solos.

Following the musical, a dance was held in the Elks Hall and at the same time, for those who did not care for dancing, an initiation into the Knights of the Mystic Krew of Comus was held at the K. M. K. C. Hall. Henry H. Stanbury of Bloomington, Ill., representative of the Rogers Grain Company of Chicago, was elected to receive the gentle ministrations of the Mystic Krew, and the Mystic Krew omitted nothing from their attentions.

The Boat Ride and Barbecue.

On Wednesday afternoon the grain dealers and many of the delightful people of Cairo embarked on the Steamer Alton and were transported to the Kentucky shore where an old-fashioned barbecue

was prepared. Here in a beautiful wooded vale, sheep, hogs and steers were roasted over open fires, and the hungry party found them all that the most fastidious taste could desire. After the feast the party re-embarked and sailed on the Mississippi and Ohio Rivers until 5 o'clock.

ganized it that has made it the foremost state grain organization today. Well, he doesn't have to prove it, we admit it.

Jim Gillispie, superintendent of the Halliday Elevator and Sergeant-at-Arms for the meeting, arrested no traitors or offenders against the commonwealth of Cairo, and having overlooked the activities of Zeb Owings, Christian, and other of the St. Louis malefactors, it is said action will be begun against him for malfeasance in office.

H. R. Sawyer, with J. H. Dole & Company, Chicago, whose room at the Halliday Hotel was just above the Illinois Central railroad tracks, boasted that he was not disturbed nights by the noise of the trains. This gave him an enviable reputation as a sound sleeper until his friends explained that he wasn't in his room much nights.

Seldom has there been greater attention given to grain dealer guests than paid by the Halliday Hotel officers. Manager E. J. Stubbins was especially attentive to the comfort of the visitors. The hotel parlors and dining room were attractively decorated, the menu was always elaborate and a number of souvenirs were presented by the management. The

ceived their guests here and dispensed punch, cigars, flowers and hospitable phrases with lavish generosity. They added much to the social success of the meeting.

The Chicago delegation was headed by special delegate of the Chicago Board of Trade, Frank J. Delany, Edward Hymers, H. H. Newell, P. H. Schiffin and William Simons. The delegation included representatives from Chicago's leading cash grain houses and they were among the most prompt in attendance and interested spectators at all business sessions.

National President Chas. D. Jones, A. P. Bennett, president of the Kansas Grain Dealers Association, C. B. Riley, secretary of the Indiana Grain Dealers' Association were honored guests of Secretary Strong and thoroughly enjoyed the meeting; and they weren't called upon the carpet but were there, ready for emergencies: John Dower, Weighmaster for St. Louis Merchants' Exchange, Weighmaster H. A. Foss, A. E. Schmitz and Walter Felt of Chicago Board of Trade, Fred E. Pond, secretary Buffalo Corn Exchange, F. B. Tompkins, Chief Grain Inspector Peoria Board of Trade.

THE ATTENDANCE

The register showed the following as present at the Twenty-first Annual Convention, with names arranged alphabetically:

A

Earl Allen, Broadlands, Ill.; Harry Allen, Broadlands, Ill.; J. M. Allen, Decatur, Ill.; R. H. Allen, Cairo, Ill.; H. S. Antrim, Cairo, Ill.; H. S. Antrim, Jr., Cairo, Ill.; C. B. Appleby, Casey, Ill.

B

John E. Bacon, "American Grain Trade," Chicago, Ill.; F. M. Baker, Cairo, Ill.; H. I. Baldwin, Decatur, Ill.; R. C. Baldwin, Bloomington, Ill.; Geo. W. Banks, Iene, Ill.; G. F. Barrett, Pana, Ill.; Testis Barter, Cairo, Ill.; P. B. Bartmess, Malden, Mo.; R. T. Barton, Jamaica, Ill.; M. S. Beals, St. Louis, Mo.; A. H. Bennett, Topeka, Kan.; E. J. Bennett, Bowen, Ill.; Jno. C. Bennet, Nashville, Tenn.; O. C. Benson, Fairmount, Ill.; F. W. Berchett, St. Louis, Mo.; Ben B. Bishop, Sheldon, Ill.; L. H. Block, Cairo, Ill.; G. E. Booth, Chicago, Ill.; E. B. Boyd, Chicago, Ill.; Chas. S. Bourque, Cairo, Ill.; W. A. Bradmeyer, Cairo, Ill.; Albert Brown, Thebes, Ill.; Joe Browder, Fulton, Ky.; Frank Bubb, St. Louis, Mo.; A. M. Bullit, Henderson, Ky.; W. E. Burbach, St. Louis, Mo.; W. H. Burke, St. Louis, Mo.; Jas. L. Bush, Tuscola, Ill.; E. E. Buxton, Memphis, Tenn.

C

Geo. W. Cole, Bushnell, Ill.; T. C. Cahill, Rosemont, Ill.; M. G. Carron, Cairo, Ill.; J. J. Casey, Watseka, Ill.; V. S. Caudy, St. Louis, Mo.; J. N. Chandler, Evansville, Ind.; L. J. Cherry, Union City, Tenn.; W. B. Christian, St. Louis, Mo.; Chas. S. Clark, Chicago, Ill.; C. P. Cline, Decatur, Ill.; H. E. Combs, Wolf Lake, Ill.; C. H. Corbett, Chicago, Ill.; W. F. Crossley, Cairo, Ill.; O. A. Crusham, Charleston, Mo.; F. M. Culley, McClure, Ill.; W. T. Cunningham, Cairo, Ill.

D

Geo. Dahnke, Union City, Tenn.; O. B. Da Rand, St. Louis, Mo.; F. E. Davis, Mahomet, Ill.; R. C. Davis, Charleston, Mo.; E. C. De Fields, East Prairie, Mo.; Frank J. Delany, Chicago, Ill.; Roy L. De Pau, St. Louis, Mo.; Victor Dewein, Warrensburg, Ill.; J. D. Dill, Cairo, Ill.; F. J. Dillon, Mt. Vernon, Ill.; J. E. Dixon, St. Louis, Mo.; F. J. Derney, Mt. Carmel, Ill.; John Dower, St. Louis, Mo.; C. Drinkwater, Charleston, Mo.; C. A. Dryer, Champaign, Ill.; A. C. Durdy, Ohlman, Ill.

E

Spencer Eakin, Nashville, Tenn.; A. P. Eaton, Allerton, Ill.; A. H. Edwards, Champaign, Ill.; Trave Elmore, St. Louis, Mo.; F. L. Evans, Decatur, Ill.

F

M. L. Falconer, Cairo, Ill.; H. J. Falkenhainer, St. Louis, Mo.; W. E. Felt, Chicago, Ill.; P. M. Faucett, Champaign, Ill.; C. H. Feltman, Peoria, Ill.; Jno. C. Fisher, Cairo, Ill.; H. E. Fitts, Cairo, Ill.; John Flegele, Arlington, Ky.; J. M. Fogelsong, Sheldon, Ill.; R. H. Forster, Charleston, Mo.; V. P. Fort, Chicago, Ill.; H. A. Foss, Chicago, Ill.; S. Frederick, Clarence, Ill.

G

J. T. Gehring, Indianapolis, Ind.; J. B. Gillespie, Cairo, Ill.; F. E. Gillette, Nashville, Tenn.; H. M. Goodman, Chicago, Ill.; P. S. Goodman, Chicago, Ill.; E. W. Gould, St. Louis, Mo.; W. B. Granger, Chicago, Ill.

H

W. T. Halls, Centralia, Ill.; R. W. Hale, Nashville, Tenn.; H. E. Halliday, Cairo, Ill.; Geo. A. Hanley, St. Louis, Mo.; Gordan Hannah, Chicago, Ill.; W. H. Harlan, Bardwell, Ky.; F. L. Harris, St. Louis, Mo.; L. C. Hart, St. Louis, Mo.; E. E. Hanman, Roberts, Ill.; T. E. Hanman, Milmine, Ill.; J. Heid, Cairo, Ill.; C. C. Hendrick, Cairo, Ill.; E. Herdlicka, St. Louis, Mo.; A. T. Hileman, Jonesboro, Ill.; H. A. Hillmer,



CAIRO GRAIN MERCHANTS ON THE STEAMER "ALTON"

was prepared. Here in a beautiful wooded vale, sheep, hogs and steers were roasted over open fires, and the hungry party found them all that the most fastidious taste could desire. After the feast the party re-embarked and sailed on the Mississippi and Ohio Rivers until 5 o'clock.

CONVENTION POINTS

Mark C. Hobart made the trip from Chicago to Cairo by automobile, leaving Wednesday evening and arriving Sunday night.

Frank Delany, of Chicago, had to send back home for forgotten cards. He said it was only when he got down towards the Mason and Dixon Line that he needed them.

Previous to the entertainments on Tuesday evening every one was supplied with a boutonniere of cape jessamine with the compliments of the Halliday Elevator Company.

Anyone seen at the barbecue smoking a long-stemmed, deep-bowled cob pipe need not have been necessarily regarded as a Teuton. The pipes were merely an expression of good will from the Samuel Hastings Company of Cairo.

H. M. Roetter, representing the Kennedy Car Liner & Bag Co., of Shelbyville, Ind., was kept pretty busy telling the lesson of Sam Brown, who cussed so outrageously when he received notice of his losses caused by not using Kennedy Car Liners.

Harry E. Newell voted for Zach. Taylor for president, so no one will be surprised to learn that he and U. P. Turner, of Pekin, were the only members present who attended the first meeting of the Illinois Grain Dealers' Association at Decatur, some sixteen years ago. He says it was the impetus given the Association by the sturdy patriots who or-

ganized it that has made it the foremost state grain organization today. Well, he doesn't have to prove it, we admit it.

Harry A. Rumsey returned home with a very unique present for his father, Col. I. P. Rumsey, the gift of H. E. Halliday. It consisted of a gavel made from wood of the magazine used in the defense of Ft. Defiance, which in war times stood at the junction of the Ohio and Mississippi Rivers. Col. Rumsey was encamped at this point with his battery on the way to the front in 1861.

The machinery contingent was led by Frank M. Smith, of the Huntley Manufacturing Company of Silver Creek, N. Y., with Willard Smith, of the Richardson Automatic Scale Company, Passaic, N. J.; L. M. Smith, of Seed Trade Reporting Bureau, Chicago, Ill.; Geo. A. Hanley, with Avery Scale Company, North Milwaukee, Wis.; H. M. Roetter, with Kennedy Car Liner & Bag Company, Shelbyville, Ind.

The punch served to guests in the headquarters of the St. Louis delegation was made under the personal supervision of Eric Picker, and warranted by him as complying strictly with the Pure Food Law with no kick or kumback whatsoever. This statement was generally credited until it was discovered to have been made after, and not before the punch had been thoroughly tested out by its guarantor.

The St. Louis delegation came down thirty-two strong. They certainly didn't turn right round and march right back again. They brought their own orchestra with them, which, under the leadership of H. J. Falkenhainer, was heard not only frequently at the business sessions, but was a constant pleasure with its music at the St. Louis headquarters in Parlor W of the Halliday. The entire lineup of the St. Louis grain merchants re-

Freeport, Ill.; W. M. Hirschy, Chicago, Ill.; C. E. Hitch, Westridge, Ill.; H. G. Hitch, Terre Haute, Ind.; M. C. Hobart, Chicago, Ill.; A. F. Hobbs, Arlington, Ky.; F. B. Hodges, Hodges Park, Ill.; S. W. Hollingsworth, Indianapolis, Ind.; Fred D. Homer, Lawrenceville, Ill.; J. H. Hooks, Cincinnati, Ohio; W. M. Hopkins, Chicago, Ill.; C. P. Hoy, St. Louis, Mo.; Henry Hunter, St. Louis, Mo.; G. R. Hutson, Charleston, Mo.; Edward Hymers, Chicago, Ill.

J
R. Jackson, St. Louis, Mo.; E. W. Jacob, Chicago, Ill.; E. W. Jokisch, Boody, Ill.; L. H. Jonas, Centralia, Ill.; Chas. D. Jones, Nashville, Tenn.; E. M. Jones, Peoria, Ill.; Frank Jones, Ridgefarm, Ill.; J. H. Jones, Cairo, Ill.; Scott Jordan, Mill Creek, Ill.

K
James Kain, Seymour, Ill.; A. C. Kaiser, Fairland, Ill.; F. J. Keefe, St. Louis, Mo.; J. S. Kevil, Sikeston, Mo.; B. H. King, Cairo, Ill.; M. A. Kirk, Bondville, Ill.; H. F. Ketcham, St. Louis, Mo.; A. H. Knauer, Ava, Ill.

L
Albert J. Lane, Cairo, Ill.; F. S. Larison, El Paso, Ill.; E. E. Lawren, Clarksville, Tenn.; H. Leidigh, Villa Ridge, Ill.; Guthrie Le Roy, Paducah, Ky.; C. H. Lewis, St. Louis, Mo.; Thos. C. Lutz, St. Louis, Mo.; A. W. Lynch, St. Louis, Mo.

M
J. B. Magee, Cairo, Ill.; Jos. Mays, Jr., Jonesboro, Ill.; J. W. McBurney, St. Louis, Mo.; Thos. G. McClellan, St. Louis, Mo.; John F. McCoy, "American Grain Trade," Chicago, Ill.; Chas. H. McEwans, Indianapolis, Ind.; D. W. McMillen, Van Wert, Ohio; L. R. McPheeters, Sullivan, Ill.; C. L. McWherter, Sullivan, Ill.; Lee G. Metcalf, Illiopolis, Ill.; Chas. C. Miles, Peoria, Ill.; Chas. R. Mitchell, Ashmore, Ill.; C. A. Morton, St. Louis, Mo.; H. P. Moss, St. Louis, Mo.; C. E. Mowerey, Ullin, Ill.; Geo. F. Murphy, Ullin, Ill.; L. H. Mussman, Cairo, Ill.; A. L. Massa, Tuscola, Ala.; W. V. Mattingly, Charleston, Mo.; F. D. Miller, St. Louis, Mo.

N
H. H. Newell, Chicago, Ill.; W. A. Newton, Cairo, Ill.; Walter Nichols, St. Louis, Mo.; W. L. Nichols, Nashville, Tenn.; Harry C. Nolan, St. Louis, Mo.

O
H. E. O'Bryan, Owensboro, Ky.; Eaton G. Osman, Chicago, Ill.; Zeb Owings, St. Louis, Mo.

P
F. G. Paddleford, Chicago, Ill.; Jas. D. Parrott, St. Louis, Mo.; M. R. Parrott, St. Louis, Mo.; R. J. Pendleton, St. Louis, Mo.; Erick Picker, St. Louis, Mo.; W. T. Pierce, Gifford, Ill.; Fred E. Pond, Buffalo, N. Y.; P. W. Poorman, Humbolt, Ill.; F. M. Powell, Decatur, Ill.; W. S. Powell, Cairo, Ill.; Jno. W. Prather, Williamsville, Ill.; Richard Pride, "American Grain Trade," Chicago, Ill.

Q
Thos. Quinn, Jackson, Tenn.

R
R. J. Railsback, Weldon, Ill.; Chas. E. Rauff, St. Louis, Mo.; W. F. Rapier, Owensboro, Ky.; E. H. Reynolds, Chicago, Ill.; Wm. M. Richardson, Philadelphia, Pa.; J. T. Rienke, Pesotum, Ill.; C. B. Riley, Indianapolis, Ind.; O. H. Rink, Edinburg, Ill.; A. C. Roberts, Memphis, Tenn.; C. G. Robinson, Memphis, Tenn.; Jas. S. Roche, Olive Branch, Ill.; H. N. Roetter, Shelbyville, Ill.; A. J. Rogers, St. Louis, Mo.; H. A. Rumsey, Chicago, Ill.; C. A. Russell, Decatur, Ill.; A. E. Rust, Cairo, Ill.

S
Arthur Samuel, St. Louis, Mo.; H. R. Sawyer, Chicago, Ill.; C. F. Schaler, Farmer City, Ill.; Phillip Schiffin, Chicago, Ill.; A. P. Schroeder, Grand Chain, Ill.; E. E. Schultz, Beardstown, Ill.; J. A. Schmitz, Chicago, Ill.; G. Sears, St. Louis, Mo.; Walter Sein, St. Louis, Mo.; Edward C. Seele, St. Louis, Mo.; H. E. Selby, Golden, Ill.; W. E. Shelden, Jackson, Mich.; E. K. Shepperd, Indianapolis, Ind.; Geo. S. Siddons, St. Louis, Mo.; S. Shulhafer, Champaign, Ill.; Wm. J. Siebenman, St. Louis, Mo.; G. J. Siebens, Chicago, Ill.; Wm. Simons, Chicago, Ill.; V. J. Sinelan, Ashland, Ill.; C. B. Sinex, Indianapolis, Ind.; J. P. Sledge, Champaign, Ill.; A. P. Smith, St. Louis, Mo.; Clark Smith, St. Louis, Mo.; F. M. Smith, Chicago, Ill.; L. M. Smith, Chicago, Ill.; T. M. Smith, Kinmundy, Ill.; Wm. Smith, Jr., Chicago, Ill.; Willard B. Smith, Chicago, Ill.; D. H. Sproul, Vera, Ill.; Henry Stanbury, Bloomington, Ill.; Fred D. Stevers, Chicago, Ill.; J. B. Stone, Mattoon, Ill.; J. C. Strong, Chicago, Ill.; S. W. Strong, Urbana, Ill.; R. J. Sullivan, Chicago, Ill.; W. H. Sutherland, Cairo, Ill.

T
M. F. Tanner, Sikeston, Mo.; S. C. Taylor, Kankakee, Ill.; Thos. B. Teasdale, St. Louis, Mo.; Arthur Thistlewood, Cairo, Ill.; A. C. Thompson, Paris, Ill.; Edw. F. Thompson, Chicago, Ill.; F. B. Tompkins, Peoria, Ill.; Geo. E. Traut, Bloomington, Ill.; B. F. Traxler, Chicago, Ill.; C. H. Trimble, St. Louis, Mo.; Warren M. Tullock, Urbana, Ill.; Alfred Turner, Cairo, Ill.; G. A. Turner, St. Louis, Mo.; U. P. Turner, Pekin, Ill.

U
J. H. Uhls, Centralia, Ill.; J. B. Underwood, Fayetteville, N. C.

V
H. A. Von Rump, St. Louis, Mo.; Curt Von Fursch, St. Louis, Mo.

W
C. H. Wade, Paris, Ill.; C. T. Wade, Farina, Ill.; J. W. Wallace, St. Louis, Mo.; J. B. Wanger, Cairo, Ill.; Walter Warder, Cairo, Ill.; J. A. Waring, Chicago, Ill.; F. E. Watkins, Cleveland, Ohio; E. M. Wayne, Delavan, Ill.; E. Weathers, Newman, Ill.; W. A. Webb, Weldon, Ill.; J. W. Wenger, Cairo, Ill.; Wm. Wheeler, Melvin, Ill.; E. W. White, St. Louis, Mo.; Oscar C. White, Chicago, Ill.; R. D. White, Cairo, Ill.; S. A. Whitehead, St. Louis, Mo.; W. F. Wilburn, Olive Branch, Ill.; G. B. Wilburn, Olive Branch, Ill.; H. Wilkinson, Kansas City, Mo.; F. L. Willand, Paducah, Ky.; E. N. Williams, Nashville, Tenn.; R. L. Williams, Henderson, Ky.; G. B. Wills, Aley, Ill.; A. E. Wood, Chicago, Ill.; Harry Woods, Chicago, Ill.; H. P. Worden, Fairmount, Ill.; J. T. Wray, Union City, Tenn.; H. L. Wright, Unity, Ill.; Wm. Wykle, Mahomet, Ill.

THE LADIES

Miss Lenora Sproul, Vera, Ill.; Mrs. J. D. Hbl, Cairo, Ill.; Miss B. Armstrong, Piqua, Ohio; Mrs. T. M. Smith, Kinmundy, Ill.; Mrs. O. C. Benson, Fairmount, Ill.; Mrs. Jos. Karr, Seymour, Ill.; Mrs. A. E. Rust, Cairo, Ill.; Mrs. H. P. Worden, Fairmount, Ill.; Mrs. R. T. Barton, Jamaica, Ill.; Mrs. W. A. Welb, Weldon; Miss Fay McCabe, Cairo, Ill.; Mrs. Harry Allen, Broadlands, Ill.; Mrs. Alma Uhls, Centralia, Ill.; Mrs. C. B. Sinex, Indianapolis, Ind.; Miss Alice Goldsmith, Cairo, Ill.; Mrs. O. A. Crushan, Charleston, Mo.; Mrs. E. E. Hamman, Roberts, Ill.; Mrs. A. E. Wood, Gibson City, Ill.; Mrs. Wm. Wheeler, Melvin, Ill.; Mrs. S. Frederick, Clarmer, Ill.; Mrs. O. H. Rink, Edinburg, Ill.; Mrs. C. F. Schaler, Farmer City, Ill.; Mrs. A. A. Kaiser, Fairland, Ill.; Mrs. S. W. Strong, Urbana, Ill.; Mrs. Willis E. Sheldon, Jackson, Mich.; Mrs. Lee G. Metcalf, Illiopolis, Ill.; Mrs. W. N. Tullock, Urbana, Ill.; Mrs. W. Arthur, Cairo, Ill.; Mrs. Geo. Siddons, St. Louis, Mo.

What Is a Bill of Lading?

An Exhaustive Study of the Bill of Lading—All Advantages Go to the Railroads—Needed Reforms Pointed Out—Responsibility of the Grain Dealers Shown.

By W. M. HOPKINS*

A BILL OF LADING is a contract of transportation between a common carrier and a shipper. It is also evidence of title to the property, and as to grain, is generally used as an instrument of credit. When it is considered that there is shipped about 2,500,000 carloads of grain annually from first hands to terminal markets or mills, the value of which will approximate \$2,500,000,000, the importance of this instrument as to its terms and conditions covering a contract of transportation for this vast amount of property is realized.

Origin of the Uniform and Standard Bill of Lading.

There are two forms of bills of lading in general use, which originated as follows:

In 1904 the Interstate Commerce Commission instituted an inquiry into the matter of bill of lading. There was at that time no uniformity among the carriers as to the form or substance of the various bills of lading in use. After a protracted inquiry and conference between shippers and carriers lasting about four years, finally in November, 1908, the Commission issued its report recommending for use by the railroads the present uniform bill of lading. Thereupon the eastern and western carriers and some of the southern carriers adopted and put into use, the present uniform bill of lading, but a majority of the southern carriers by rail and carriers by water did not adopt it in its entirety, but adopted and now use the so-called standard bill of lading, some of the provisions of which differ from the uniform bill of lading. Thus we have in use today, two bills of lading, one generally used in territory south of the Ohio River, called the standard bill of lading, and the other, which is the uniform bill of lading, being used in all other parts of the country, except in the south. Both are in general use also on intra-state business in their territory.

Prior to 1908 there was no uniformity in the various forms of bills of lading or contracts used by the different railroads. In fact, plain railroad receipts were most largely used and the liability of the carrier was that imposed by common law, except where there were state statutes. There never has been and is not today a national statute fixing the liability of a common carrier except in so far as that liability is defined by the present uniform bills of lading.

Both of these bills of lading are based upon an erroneous theory that all rates were originally made upon a limited liability of the carrier, so that today, if you want your grain transported under the common law liability of the carrier you must pay 10 per cent more than the published rate with a minimum of one cent per hundred pounds.

I do not think that the theory upon which the bills of lading are based is correct, because it can be shown that all rates generally were made upon the common law liability, which means the full and complete liability of the carrier, except certain commodities were transported upon lower rates, based upon a limited valuation of the goods. But this situation did not apply to goods in general, and wherever it did apply, there was always a consideration given for releasing the carrier from its common law or full liability.

Grain rates were always made upon the full liability of the carrier and while as a matter of fact, competition forces the use of the lowest rate in all cases, no consideration has ever been given the grain shippers for exempting the carrier from its full liability in the

transportation of grain. In other words, grain is now carried upon a limited liability of the carrier and no consideration has ever been given the grain shipper for assuming the hazard of transportation that properly belongs to the railroad.

I wonder how many shippers ever read the terms and conditions of the bill of lading which the railroads offer as a contract for the transportation of millions of bushels of grain? Let us examine some of these conditions. The face of the bill of lading reads something like this: "Received of John Smith a carload of wheat said to contain 60,000 pounds. Weight subject to correction." You will note that it does not state the precise amount of grain, but only the approximate quantity. You do not, therefore, in the first place, get a receipt for your property, or a bill of lading which states how much property you have delivered to the railroad. Now take this statement in connection with the conditions in section I and you will realize how it works out to relieve the carrier from any liability for the loss of grain in transit.

Liability of Carrier for Loss of Grain in Transit.

Section I provides that "No carriers or party in possession of any of the property herein described shall be liable for any loss thereof or damage thereto or delay caused by the Act of God, a public enemy, quarantine, the authority of law, or the act or default of the shipper or owner, or for differences in the weights of grain, seed or other commodities caused by natural shrinkage or discrepancies in elevator weights." You will observe first that if your property is lost or damaged from any of the above causes, the carrier is not liable even though such loss or damage may have been caused by its negligence, or the carrier, by its negligence, contributed to such loss or damage. It is the only form of contract that I know of where no liability attaches to loss or damage caused by negligence. Second, if you ship a carload of 60,000 pounds of corn, and when it arrives at the terminal market there is delivered only 58,000 pounds of corn, you cannot, under the terms of section I of the bill of lading, hold the carrier responsible for the loss of the 2,000 pounds of corn, because you don't get a receipt for 60,000 pounds of corn actually, and if you did, under the terms of section I the carrier is not liable for the loss of grain in transit, because it might claim a discrepancy in elevator weight or natural shrinkage. It is manifest that if there be loaded into a car at point of shipment 60,000 pounds of corn there will be at destination in that car 60,000 pounds of corn unless the car leaks in transit, and there ought to be no provision in the bill of lading exempting the carrier from liability for loss from any cause.

Natural Shrinkage.

In a recent hearing before the Interstate Commerce Commission regarding the terms and conditions of the bills of lading and the practices thereunder, there was much discussion as to loss in weight from so-called natural shrinkage, and by natural shrinkage I mean loss in weight of grain by evaporation of moisture. After extensive investigation and an examination of all available data, I am convinced that in the ordinary course of transportation of grain, there is no loss of weight from the evaporation of moisture to an amount that can be calculated. The distance from country stations to terminal markets is on the average about 250 miles. In the ordinary course of transportation the time in transit should not exceed four or five days at the outside. The amount of loss of weight by evaporation during that period of time is too small to be calculated, but regardless of this fact, that carrier is exempt from liability for the loss of grain in transit

*This address was prepared by Mr. Hopkins for presentation at the Illinois Convention. Lack of time prevented its delivery except in part, but the subject is so important that its omission from the report would be a matter of regret and it is here printed in full.

either on the ground of discrepancies in elevator weights, or by reason of so-called natural shrinkage.

Section I further provides that the carrier shall not be liable for loss or damage or delay occurring while the property is stopped and held in transit upon request of the shipper, owner, or parties entitled to make such request. As is well known, grain is stopped in transit to be milled, cleaned or for other commercial purposes, and this privilege is fully covered by proper tariff publication, but if you want to avail yourselves of this privilege granted by the tariffs, you must, in fact, waive all liability for loss or damage during the time the grain is stopped, notwithstanding that such grain may be in the possession of the carrier and not in the possession of the owner. You are made to pay too great a price for the privilege of stopping grain in transit when the entire responsibility for the loss or damage of your grain while in possession of the carrier is shifted from the carrier to the owner.

Liability of Carrier Issuing the Bill of Lading.

Section II of the uniform bill of lading provides that "No carriers shall be liable for loss or damage or injury occurring on its own road or its portion of a through route, nor after said property has been delivered to the next carrier, except as said liability is or may be imposed by law." This section is clearly in violation of section 20 of the Interstate Act to regulate commerce, wherein it is provided that "Any common carrier, railroad or transportation company receiving property for transportation from a point in one state to a point in another state shall issue a receipt of bill of lading therefor, and shall be liable to the lawful holder thereof for any loss, damage or injury to such property caused by it or by any common carrier, railroad or transportation company to which such property may be delivered, or over whose line or lines such property may pass, and no contract, receipt, rule or regulation shall exempt such common carrier, railroad or transportation company from the liability hereby imposed." This section of the law was not in effect in 1908 when section II of the bill of lading was framed, but that provision of the bill of lading is clearly contrary to law and can serve no purpose except to be used by the carriers to take advantage of those who are ignorant of the law and are not therefore in position to insist upon their rights.

Limited Liability of the Carrier.

Section III of the uniform bill of lading provides that "the amount of any loss or damage for which any carrier is liable shall be computed on the basis of the value of the property (being the bona fide invoice price, if any, to the consignee, including the freight charges if prepaid) at the place and time of shipment under this bill of lading, unless a lower value has been represented in writing by the shipper or has been agreed upon, or is determined by the classification of tariff upon which the rate is based." It is further provided that "Claims for loss, damage or delay must be made in writing to the carrier at the point of delivery or at the point of origin within four months after delivery of the property, or in case of failure to make delivery, when within four months after a reasonable time for delivery has elapsed. Unless claims are so made, the carrier shall not be liable." That is to say, if you sell 10,000 bushels of corn to be delivered in Peoria at a delivered price of 60 cents, and the corn when shipped in September is destroyed in transit, you can only recover for your loss on the basis of your original price of sale—namely, 60 cents. Corn may have advanced 10 cents a bushel. You would be compelled to go to the market, and fill your contract at 70 cents a bushel while the railroad company under the terms of the bill of lading would pay you only on the basis of 60 cents per bushel. If the price of corn should decline, there would of course, be no claim, because the corn could be bought to fill the contract without loss. There is no possible way by which the shipper of the corn could gain anything at the expense of the carrier, but on the other hand in case of an advance in the market, the carrier is exempted from liability for the value of the corn destroyed except upon the basis of the sale price, which does not represent the true value of the property at the time the loss occurred. I cannot conceive of a more inequitable provision and one which in fact permits the confiscation of your property. Furthermore, your claim must be presented within a period of four months or it is barred entirely. It frequently happens that you cannot get the original expense bill and the necessary papers (especially on grain shipped to be milled in transit) within that period, in which case you have lost your right to recover the value of your property damaged or destroyed.

The Railroad May Send Your Grain to a Public Elevator.

Section IV provides that grain in bulk consigned to a point where there is a railroad, public or licensed elevator may (unless otherwise expressly noted therein and then if it is not promptly unloaded) be there delivered and placed with other grain of the same kind and grade without respect to ownership. Under this provision there is no obligation whatever for the railroad company to give anyone notice of the arrival of the grain and an opportunity to dispose of it before sending it to the public elevator. The result of such a procedure on the part of the railway might entail very material losses, and for which there would appear to be no means of recovering.

Reviewing those features of the bill of lading of

particular interest and importance to the country grain shipper, we find:

(a) That the railroad company does not give you a receipt which clearly and definitely states the amount of property delivered for transportation.

(b) That where a loss occurs from causes for which the carrier would not ordinarily be liable, it is exempted from liability even when it contributes to such loss or damage by its own negligence.

(c) There is no obligation on the part of the carrier to deliver at destination the same amount of grain received at point of shipment, because not having given a receipt for any specific amount of grain, they are not required to deliver a specific quantity, but are exempted from liability on the ground of discrepancies in elevator weights, or so-called natural shrinkage.

(d) The carrier issuing a bill of lading is not liable for loss or damage occurring after the property has been delivered to the next carrier although this provision is clearly contrary to the Interstate Act.

(e) Liability in the case of loss or damage for grain in transit is limited to the original sales price, notwithstanding that the market may be materially higher at the time the grain was damaged or destroyed than the price at which it was sold for future delivery, and thus entailing a material loss for which you cannot recover.

(f) If for any reason you don't get your claim papers in the hands of the carrier at point of shipment or at point of delivery within four months after the claim arises, you have lost your rights to present any claim at all; although the carrier, if it has a claim against you, has the full statutory time of from three to seven years to collect it.

(g) Your grain, on arriving at a terminal market where there is a public elevator, may be sent to such public elevator if it is not unloaded promptly without any notice to anyone of the arrival of the grain at such market. Now, those are the terms upon which you may ship your grain except the carrier will assume its full common law liability if you pay 110 per cent of the published tariff rate with a minimum excess charge of one cent per hundred weight.

It seems to me there are two pertinent inquiries that may be made. First, how did it happen that these conditions were imposed on the trade? Second, what is the trade doing about it? It does not appear that during the four years from 1904 to 1908 when the question of bills of lading was before the Interstate Commerce Commission, and many conferences were had between shippers and carriers, that the country grain shipper was represented before the Commission or at any of the conferences with the carriers. Failure to be represented surely was not from lack of interest in the matter, because the terms and conditions upon which so valuable a commodity as grain is transported manifestly must be of the greatest interest to the owner; but supposing he had been represented before the Commission in the hearings and in the conferences, what would he have done? Well, in the first place, I imagine he would have said to the Commission and to the railroads that he believed he was entitled to a receipt or a bill of lading showing the entire amount of grain that he delivered the railway company for transportation at point of shipment. The railway company would probably in answer have said that they hadn't any means of weighing grain at all the stations from which it is shipped, and, therefore, were not in position to give a receipt fixing definitely the quantity of grain which was claimed to have been delivered to them; and, in turn, the shipper probably would have replied that it is the duty of the railroad company to provide necessary facilities of transportation, and if they had neglected all these years to provide adequate facilities for the handling of grain, including weighing, their failure to do so should not excuse them from the liability for loss in the case the full amount of grain loaded into the car at shipping point was not delivered at destination. In other words, there would have been a full and frank discussion of the matter, probably resulting in an arrangement by which the shipper would weigh the grain for the carrier through his own facilities under their supervision, such weights being accepted as their own in much the same manner as weight agreements are in effect on coal and many other classes of merchandise where the shippers' weights are accepted, subject to verification and checking of the invoices by a representative of the railroads. In case the shipper hadn't proper means of accurately weighing grain he could not reasonably expect the railroad to make such an agreement. Such an arrangement would have eliminated from the bill of lading anything in reference to discrepancy in elevator weights, and he would probably have been able to show that there is no such thing as loss in weight by evaporation or so-called natural shrinkage that is of sufficient amount to be calculated.

The shipper would probably have insisted that if loss or damage occurred through negligence of the carrier such carrier should not be exempted from liability. He would further point out that in case of loss or damage to grain in transit the carrier should be liable for the full amount of such loss or damage without regard to the original sales price of the grain. He would probably have insisted that a longer time than four months be given in which to present the claims, and that where grain was not unloaded promptly in a market in which there was a public elevator, the carrier should

be required to give notice of the arrival of the grain before sending it to public storage.

In other words, I think the country grain dealer, if he had been represented at those conferences, would have done the things which have finally been done; would have insisted upon a fair and reasonable contract of transportation, and maybe would have avoided having the present unjust and unreasonable conditions imposed upon him, although at that time the Commission had no power to prescribe the terms of a bill of lading. The country shipper can hardly blame anybody for the terms and conditions of the bill of lading so far as it affects his interest, but himself. He cannot reasonably expect either the railroads or the shippers of merchandise to look after the interests of the grain shipper.

When the bill of lading was promulgated by the Commission and its adoption was recommended, it was pointed out that the uniform bill of lading was a compromise between the shippers and the carriers and tentatively offered to the public for the purpose of determining whether the terms and conditions therein and the practices thereunder were just and reasonable in operation; the Commission being particular to call attention to the fact that if, upon trial, it should prove otherwise, complaint could be made. After the law was amended in 1909, complaints began to be made, and in December, 1912, the Commission instituted another investigation regarding the uniform bill of lading because of those complaints; not only against its terms and conditions, but against the practices thereunder. Various hearings were held, and in these proceedings the country grain shipper was represented both by the representation of the Grain Dealers' National organization and the state organizations. The Illinois dealers' secretary, Mr. Strong, appeared on two different occasions, as I recall it, and furnished valuable testimony, and pointed out wherein the present bill of lading worked hardships and entailed losses on the grain shippers. In other words, he did at this last hearing precisely what ought to have been done in the first place, which if it had been done, might have prevented the unjust and unreasonable terms and conditions being incorporated in the bill of lading and imposed upon the country dealer. It would have been a great deal easier at the outset to have prevented the imposition of such unreasonable terms and conditions than to have subsequently had them removed. An ounce of prevention is worth a pound of cure in the grain trade as well as in other lines of business.

Don't overlook the fact that transportation is a particular and special line of business unlike any other private business; it is granted extraordinary privileges and circumscribed within certain limits defined by law. A tariff rate or a rule or regulation once published by a railroad company becomes as much of a law as any other law on the statute book, and must be adhered to. All rates, rules and regulations must be just and reasonable, but whether they be just and reasonable or otherwise, the rates must be paid and the rules must be adhered to, until the Public Utility Commission or the Interstate Commerce Commission have declared them to be unreasonable and require them to be changed; but in the meantime the shippers have to pay the bills, and sometimes they get their money back and sometimes they don't; so that it is a matter of the very greatest importance to see that the rates, rules and regulations are reasonable when published, and thus avoid carrying an undue burden until relief can be got through due processes of law.

The railroad companies intend to be fair, but inasmuch as they have extraordinary power of fixing rates and rules, it is not surprising to find that they take advantage of the situation at times and impose higher charges than are reasonable, or make rules that are not just. It is up to the association to see that their interests are protected. It is up to them to tell the railroad companies what their transportation needs are, and insist upon getting what is coming to them. The railway company is entitled to fair and just compensation for reasonable service. You may safely trust them to see that they get the compensation. It is your lookout to see that you get the service.

Now, as I have said, the representation that the shippers should have made before the Commission when the bill of lading was under consideration from 1904 to 1908 has finally been made in an effort to remove those unjust and unreasonable regulations. The matter is now in the hands of the I. C. C. and nothing further can be done pending the decision as to what changes they will require the railroads to make. However, there is a bill pending before Congress providing a national code of law upon which the bill of lading may be framed. That bill should be passed and upon it a bill of lading framed that in all respects is a fair and reasonable contract as between the shipper and the carrier protecting the interests of each alike.

Transportation Abuses Should Be Corrected.

The situation as to the bills of lading is typical of other transportation abuses from which the grain trade is suffering. Grain is a valuable revenue producer to the railroads, it moves in large volumes, is easily handled, and pays a good rate; yet notwithstanding the fact that there are two and one-half million cars of grain shipped annually, not a single car is suitable in its original construction for the transportation of bulk grain. It is the duty of the railroad company to furnish a car proper and suitable in all respects for

the transportation of the particular commodity offered, but in the case of grain, they do not perform their duty. The cars that you get are out of repair and the door is not sufficiently tight to hold the grain. Therefore, you are obliged, as a matter of fact, to finish the construction of the car by putting in a grain-tight door and otherwise cooping the car to put it in condition to transport your property without loss, and you do this at your own expense. It seems clear to me that either the railway company should furnish the proper car or should pay you for the expense of putting it in proper condition.

Weighing Grain.

It is the duty of the railway company to ascertain for itself and by its own means the amount of property that is delivered it for transportation and give a receipt of the bill of lading therefor. If they do not elect to provide proper weighing facilities at point of shipment, they should be required to accept shipper's weights subject to their inspection of his invoice and his scales to see that they are correct. I think probably the grain shippers would be willing to furnish the weights to the railway company free of expense, although they might fairly claim that they were entitled to some compensation for the service of doing the weighing for the railway; but they are clearly entitled to a clean receipt for their property, and either the railway company should be required to weigh the grain itself, or accept shipper's weights under proper check and supervision. Having loaded a car with grain, you are clearly entitled, in equity and in law, to have the same amount of grain delivered upon your order at destination, or failing to so deliver, the railway company should be required to pay the amount of loss upon the basis of the value of the property lost.

Efficient Transportation.

The inefficiency of transportation and the market losses and deterioration in grades caused thereby, and supply and distribution of cars, are all matters of very great interest to the country grain shipper. Comparatively little consideration has been given by the railroads to the country grain shipper because they have not been organized to protect their interest in transportation matters. The terminal grain markets are spending probably \$100,000 a year annually in services

to guard the interests of those markets. The country shippers cannot reasonably expect the terminal markets to look out for their interests. The shippers are the ones most concerned; their property is at stake, and if they want the railroad to respect their interest they should first respect it themselves, by providing a proper organization, representing the country grain shippers as a whole. It can best be handled through the Grain Dealers' National Association, in my judgment, as the burden of undertaking to do the work by any individual state organization would be too great.

Dishonest Financing Must Stop.

Now, what I have said, does not mean that we ought to make war on the railroads. I preach no doctrine of anarchy; I do not believe that the great commerce of this country can be built up out of the ashes of railroad ruin, but stock jobbing, unsound and dishonest railroad financing and railroad wrecking have become public scandal, and while it is probably too late to apprehend and punish the guilty persons, the practice can and must be stopped.

Control of Railroad Securities by the I. C. C.

Supervision over the issue of railroad stocks and bonds should be put in the hands of the Interstate Commerce Commission, and grain dealers should unite in support of the Commission in its effort to bring about the necessary reforms in our great transportation systems without bringing disaster to the railroads and to business, and all the commerce of the country. It has been demonstrated that it is not safe to trust the financial management of the railroads to the self interests of the owners, without supervision and control, and the interstate law should be broadened to cover that matter as it now covers the rates.

Grain dealers are entitled to proper car to load; they are entitled to a receipt for all the grain loaded and the delivery of same at destination; they are entitled to efficient service for which they ought to pay a fair and reasonable rate.

They can best secure these reforms and the things now needed by a strong, forceful national traffic organization, whose business it is to see you, the grain dealers, get a square deal.

To paraphrase a famous expression: United you stand; divided you fall.

wrong by taking advantage of every opportunity to pare down the prices to the farmer, taking to themselves every advantage they can get.

"Now, Dan, the first of these impulses is the natural outcome of social life. We can all accomplish more by working in harmony than by attempting to make our way alone, regardless of other people. The independent elevators are just as much a part of that co-operative movement as anyone else. What is to the farmers' interest, in the long run, is to our interest, and by the same token we are giving a service which is of certain value and, if conducted properly, no farmer is unwilling to pay a fair price for that service.

"The second impulse which is directing the co-operative movement is the result of the charges which irresponsible men make against the exchanges and the private elevator interests. If the agitation keeps up, some legislative body will be mad enough to pass an anti-future trading law and then the farmers will get a jolt that will bring them out of their trance in short order.

"But the third impulse, Dan, is due to you and your kind. You have a good house in a good territory. You think you can do what you please and get away with it. But if the farmers in your section get together they could put you out of business so quick that there wouldn't even be any dust raised. You would never hear any threats of a co-operative elevator if you did the right thing. If you get stung you won't get any sympathy from an elevator man, because you have hurt the whole trade. I will probably get some of the effects and so will the Rushview Elevator. That's why I am speaking out now. We represent the same business, pretend to perform the same service, and to that extent I am responsible for you, just as you are responsible to me, to the same degree, for your actions. I won't stand by and see the elevator trade hurt without registering a protest. Don't get sore at what I have said. Go home and think it over. I'll have to go now myself."

"Where are you going?"

"To the Association meeting. You ought to be going, too, Dan. You're not a member, are you?"

"No."

"I thought not. Goodby."

Kaffir corn direct from Africa has been received for seeding purposes about Anthony, Kan. It is of the black hull variety and like seed last year produced 38 bushels per acre for the dry season.

What is claimed to be largest grain carrying steamship in the world, was launched at Port Arthur, Ont., on April 4. The new boat owned by Canadian Steamship Lines has a capacity of half a million bushels and equipment of the latest type.

The Old Man Calls Down a Friend

The Co-Operative Movement is Analyzed—The Old Man Shows Dan Stone How He is Responsible—The Interests of the Trade Cannot be Separated

By WAT PENN



It was cool and quiet in the little grain office, the door leading to the wagon shed above the dump was open and the prairie breeze, tempered by the shaded driveway, swept through the room. The Old Man sat in his shirt sleeves, fingering a time table, when Dan Stone opened the outer door and came in.

"How are you, Dan?" the Old Man said, waving his visitor to a chair. "Good ripening weather isn't

it? We ought to be thankful for it."

"This is the coolest place I've struck today," Dan said, as he reached for his pipe. This was the signal for a prolonged visit, so the Old Man put down the folder and leaned back in his chair.

"What's on your mind?" he asked when Dan's pipe finally began to draw.

"Nothing much," Dan answered. "Or, that is, nothing to bother about. The farmers out on the Wells Road have been getting together and have raised a kick on their dockage, that's all."

The Old Man nodded. "I thought they would, Dan. You had it coming to you."

"You dock, yourself, don't you?" Dan rejoined with some heat. "I do what everybody else does, and they jump on me, and leave the rest alone. If they don't like the way I treat them they know what they can do."

"No use getting huffy about it, Dan. There must be something wrong or you wouldn't hear from it.

Getting hot under the collar won't remedy the matter. What you've got to do is to face the facts and then put your house in order."

"Oh, you can't tell a farmer anything," Dan said, scowling.

"That's what the wasp said as it wiped off its little sticker. No, Dan, it's hard to tell anyone anything if they think you have been doing them. The farmer is as reasonable and as hard to move as anyone, but even a farmer will resent mistreatment, and after he has made up his mind that he is getting it, he'll not forget where it came from."

"But they won't even listen to me when I try to explain."

"You've heard something about the value of a good name, haven't you, Dan?" the Old Man said. "A good name invites friendliness and anyone will listen to a friend. But when an enemy speaks, they either turn their backs or put down all that is said as a lie. Both methods come to the same in the end. Now look here, Dan, I don't want to preach a sermon, it wouldn't do any good, probably, if I did. But I want to remind you of one thing, 'Honesty is the best policy.' That may not be good ethics, but it is good business, and business of every kind is finding it out. I don't mean just the common honesty that keeps a man's hands in his own pockets instead of those of his neighbor, but the bigger honesty that applies on every deal, not to the way it will affect self alone, but to the way it will affect your friends, your competitors and the trade at large. 'I've heard you express yourself pretty strongly against co-operative elevators. There are three impulses which are directing that movement: One is the obvious advantage in neighbors working together toward a common end; the second is a mistaken idea of marketing conditions which is fostered by agitators and interested parties who have axes to grind; and the third is the actions of dealers who get themselves and the whole trade in



From the Chicago Record-Herald.

UNCLE SAM'S NEW CROWN

QUICK ACTION IN REBUILDING

An example of energy and decisive action was recently displayed at Dewar, Iowa. On the ninth day of January, 1914, the elevator of Follett & Emert was entirely destroyed by fire; on March 9 the new building was complete and in running order. Dewar is on the Chicago & Great Western line, but a few miles from Waterloo. It is in the rich Cedar Val-



THE FOLLETT & EMERT ELEVATOR AT
DEWAR, IOWA

ley and the house can count on capacity business each year.

The new elevator is 24x24 feet on the ground plan, 40 feet high. There are eight bins, all 8x8 feet in size, conveniently connected for separate or general use. The machinery equipment was furnished by the Union Iron Works of Decatur, Ill., and includes a man lift and corn sheller. The capacity of the elevator is 15,000 bushels. Ear corn and oats are handled in considerable quantities and are elevated on a separate leg with a drag in the bottom of the dump. A Fairbanks Dump Scale automatically weighs the grain in. The power for the plant is furnished by an 18-horsepower oil engine, which is giving the best of satisfaction.

WATERTIGHT CONCRETE

Recent experiments with concrete, conducted by the engineering department of the University of Wisconsin, will be of the greatest interest to elevator owners and builders. The experiments have been made with the object of determining a simpler means of making concrete watertight. The great use of this material in elevator construction and the harmful effect of moisture on grain make the results important. Already much has been accomplished.

The manner of making the tests is to cast hollow cylinders of the concrete, and to force water through the faces under known pressures.

It has been found that several factors enter into the imperviousness of the concrete: The proportion of cement and sand or gravel; whether they be wet or dry when mixed; the length of time they are left in the mixer; and the amount of water used. Good results are obtained with dry materials if mixed for two or three minutes. With moist materials much longer time is required. A concrete that was impervious to water under 40 pounds pressure was obtained by mixing one part cement, one and one half parts of Janesville sand of the torpedo type, and three parts of Janesville gravel to a wet consistency. Concrete with even less cement has proved efficient when properly mixed.

The importance of the conditioning of sand or gravel in concrete mixing has been recognized for

some time and there is a sand conditioner on the market to prepare the materials for the process. It is hoped that these experiments will result in the formation of exact and scientific formulae for concrete work.

POWER OF BOARD WITH REFERENCE
TO BONDS OF ELEVATOR
COMPANIES

BY J. L. ROSENBERGER.

The Supreme Court of North Dakota holds, in *State vs. Stutsman* (139 Northwestern Reporter, 83), that, under section 2247 of the revised codes of 1905, which requires operators of grain elevators to file with the board of railroad commissioners a bond running to the state with good and sufficient sureties to be approved by such commissioners, and conditioned for the faithful performance of their duties as public warehousemen, and under section 2242, as amended by chapter 230 of the laws of 1909, and which, among other things, gives to the board of railroad commissioners the power "to investigate all complaints of fraud or oppression in the

grain trade of this state and correct the same," such board may examine into the sufficiency of such bonds both as to the form and the general business conduct and reliability of the sureties, and for such purpose may summon any witnesses before them that they please.

In passing upon the sufficiency of bonds furnished by the elevator companies, or the necessity of requiring new bonds, the jurisdiction of the board is over the elevator companies rather than over the bonding companies or sureties. It has therefore no right, in case of a controversy between the ticket holders of an insolvent elevator company and a surety or bonding company, to summon the bonding company before it and threaten to cancel its bonds unless it so appears and makes satisfactory settlement with the ticket holders. It may not seek by such means to force a settlement. It may, however, inquire into the transaction for the purpose of satisfying itself as to the business reliability of the bonding company, and, if dissatisfied with the good faith or business methods of the surety, require other bonds to be given by the elevator companies.

OUR VISITORS

E. L. SOUTHWORTH

VERY few people know that E. L. Southworth of the well known commission firm of Southworth & Co., is not a native of Ohio. He has been identified with Toledo grain circles for so many years that we have actually lost count of the time when he first struck that city. However we do remember that he was born in Geneva, N. Y. and that



he took Horace Greeley's advice early in life and came West. Of course, Toledo is by no means the real "wild and woolly" that we imagine Horace referred to but in those days it was further West than it is now.

It goes without saying that he soon made his mark and speedily laid the foundation for the splendid business which now bears his name. He has several times served as president of the Toledo Produce Exchange and is generally referred to as the Dean of Toledo grain men. Those who are acquainted with Toledo know that this is an honor not to be despised.

M. J. YOUNG

NOT long ago we were told the secret of M. J. Young's success by one of his friends. To use the latter's words it is merely "personality and pep." that have raised him to the position of advertising manager of the Philip Smith Manufacturing Company, Sidney, Ohio, makers of the Sidney Line of machinery. We might add to this "close ob-



servation," for it is well known that Mr. Young started as a stenographer and worked his way up the ladder by becoming acquainted with all the minute details of the business. There is now very little he does not know about elevator machinery.

His qualities permeate the trade literature which he puts out. Our artist has caught him in the act of preparing an ad, by no means such a simple procedure as many imagine. Here is where his knowledge of the "Chemistry of the Ad" serves him well and his mixture of the various ingredients, spice, oil, *savoir faire*, etc., has been reduced to a fine art.



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ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, JUNE 15, 1914.

Official Paper of the Grain Dealers' National Association
and of the Illinois Grain Dealers' Association.

THE CROP PROSPECT

The Government crop report for June, which gives a final estimate of 900,000,000 bushels of wheat and 1,216,000,000 bushels of oats, holds out but little encouragement to Mr. Lugubrious Blue. Crop killing is one of our greatest indoor sports, but the devotees of the game this year have the cards stacked against them. With a leeway of 137 million bushels of wheat and 94 million of oats over the crops of last year, we cannot get away from the fact that, even with unusually unfavorable harvesting conditions, the grain trade is going to have a busy and, we hope, a prosperous year. While the estimated wheat crop is the largest ever harvested in this country, the bumper oat crop of 1912 will still hold its premier position.

DISHONEST ADVERTISING PROVES UNPROFITABLE

The firm of Rosenberg & Lieberman, of Milwaukee, who were recently fined by the Federal Government for using the mails fraudulently in the sale of their alleged offerings of Montana Dry Land Alfalfa Seed, were large advertisers. After the indictment was entered against them they continued to advertise. The "American Grain Trade" would not thereafter solicit this advertising, as this journal consistently declines to be a party to fraud. Our contemporaries, however, were not so particular in the advertising they received, nor as solicitors for the protection of their readers, and, in spite of the indictment, continued to print the advertising of the firm. When the conviction was established, the editor of one of those journals found that he was in an uncomfortable situation, and to get out of it, printed an article which was

intended as an excuse, but which in reality only stultified himself, as the article in question is misleading in its effect, and in no way shifts his responsibility for blame in the matter.

The article states that "In March, 1911, when it was charged that the plan to over-advertise alfalfa seed was formed, Edwin L. Rosenberg was not a member of the firm and Alfred L. Rosenberg had nothing to do with the advertising end of the business." As a matter of fact, the Government suit was based upon operations during 1912-13, during which time both of the men mentioned above occupied the positions which were denied in the article.

False statements, like chickens, come home to roost, and they cannot be kept from the home nest, no matter how many new chicks of the same breed have been raised in the meantime.

AN IMPORTANT RATE CASE DECISION

The Federal Supreme Court has just handed down its decision in the Shreveport Case, in which it is held that the Interstate Commerce Commission has power to control intrastate charges of an interstate carrier to the extent necessary to prevent injurious discrimination against interstate traffic. This does not conflict with the decision in the state rate cases handed down a year ago, as Justice Hughes, who wrote both decisions, pointed out that in the absence of a finding by the Commission of unjust discrimination, intrastate rates were left to be fixed by the carrier, subject to the authority of the states. The importance of this decision is apparent when it is considered that the nation's transporting business is now in the hands of the nation and that no section can discriminate against another section.

DISSIPATED RESPONSIBILITY

A resolution was passed at the recent convention of Illinois Dealers which carries large possibilities of good, but which the pessimists in the trade will not even consider until results have been demonstrated. By that resolution every member of the Association is made a local committeeman whose duty it shall be to organize or assist in crop improvement work in his county. The country elevators of the state are the natural grain centers. Crop improvement ideas and enthusiasm emanating from them, would reach every grower in the commonwealth. Past experience in such movements has shown, however, that what is everybody's business is nobody's. It remains to be seen whether the Illinois experiment will prove an exception to the rule, and the dealers actually take hold of this work which affects their interests so nearly. In 1913 the average wheat yield in Illinois was 18.7 bushels per acre against Iowa's 23.4, Montana's 25.6, and Wisconsin's 20.1 bushels. In England, France and other European countries the yield is nearly twice as great, but these latter comparisons are not fair, as they are based on the relative cheapness of labor compared to land. With our increasing population, however, and the accompanying increase in the price of land, which is determined by population rather than productiveness, we are facing a condition in which yields will have to be ma-

terially increased if we expect to retain rural prosperity. No agency is more potent for this increased productiveness than the grain trade, represented largely by intelligent, progressive men, with information at their disposal for crop improvement. They will have to overcome the farmer's conservatism; but first they will have to overcome their own inertia.

HAY GRADES GETTING ATTENTION

Since the Federal Government prohibited the movement in interstate commerce of damaged hay, more care has been exercised in the grading of that commodity. There is still room for improvement, however, as is shown by the action of Virginia which has forbidden the sale of damaged hay within the state. Country shippers are largely at fault in receiving and paying for hay from the farmers without attempting to grade until the purchase is made. The same condition existed in the corn trade. There are still a few dealers who persist in it. In both hay and corn the poor condition is largely the result of carelessness on the farm, the practice of buying hay as hay or corn as corn without reference to quality, puts a premium on inefficiency which is holding progress in check.

USE OF MAILS PROHIBITED IN FUTURE TRADES

The Smith Cotton Exchange Bill (S. 110), which passed the Senate and was referred to the Committee on Agriculture of the House a short time ago, contains provisions for denying the use of the mails and telegraph lines to any person or organization quoting prices on cotton futures, without specifying the grade according to United States standard, with a severe fine for violation. Uncle Sam would regulate business by shutting off communication with the outside world, not only through the mails, but through the telegraph as well, over which he has no such controlling power. This law would prohibit the mailing of every domestic and foreign newspaper which printed quotations of future trades in cotton. It is so revolutionary in character that there seems little possibility of its being passed by the House, and yet the possibility certainly must exist as the Senate concurred in it.

It has been decided by the United States Supreme Court that trading in futures was not interstate business, even though the original order for the trade emanated from another state than that in which the actual purchase was made. In the hearing before the Rules Committee of the House on the Manahan Resolution to investigate the grain exchanges, Henry S. Robbins, attorney for the Chicago Board of Trade, cited the case of *People vs. Ware and Leland* in which the Supreme Court held that a "future" order sent from Mobile to New York, and executed on the Cotton Exchange there, was not an interstate transaction.

According to this ruling the United States would have no jurisdiction over such trades and the proposed law would be unconstitutional. On the other hand, should the Supreme Court reverse its decision, the Government would have the power to regulate interstate communi-

cation and could also regulate commerce which in itself is not interstate. This would affect most of the business of the country. Congress has no power over intrastate business, but by its perverted control of the mails, as outlined in this bill, it could force any business to its own terms.

WILL THE CORN GRADES BE USEFUL?

Since the new corn grades were promulgated by the Department of Agriculture most of the grain inspectors of the country have given them a trial in the laboratory, even though they are not generally officially used in determining the grade of corn inspected. The new grades are based largely upon moisture content, and the determination is by laboratory test. There has already been considerable complaint from inspectors who find that the test for moisture is liable to great variation from the same car, even from the same sample. In his annual report, James T. Bradshaw, State Warehouse Commissioner of Missouri, quotes a letter from A. G. Chambers, chairman of the Board of Grain Appeals of Minnesota, who said: "In my judgment there is such a thing as too much of these so-called 'scientific' methods now applied to the grading and handling of grain, rather than the exercise of that judgment only gained from actual experience." In reply Mr. Bradshaw wrote:

I cannot but believe that the practical views we hold on the question of grading corn, which years of experience fully sustain, will soon prevail in all the grain markets of the country, and that the proposed grades of the United States Department of Agriculture on the basis of "chemical analysis" and "moisture tests" will be rejected as impractical, unreliable and uncertain, and not the proper way to arrive at the real quality of the grain in inspecting and grading corn, or any kind of grain.

It is too early to pass an opinion on the new tests, for their success or failure depends not on the inspectors but on the trade. If the grades are found to be unreliable the shippers will be heard from and the appeals to the Secretary of Agriculture will give ample evidence of the weakness of the grades.

THE SPOTTING CAR CHARGE

From all sections of the country, wherever grain men have congregated within the last month, have come vigorous protests on the newly inaugurated charge for spotting cars. This charge is a result of the suggestion of Mr. Brandeis before the Interstate Commerce Commission, when he tried to show that the eastern railroads had available means of increasing their revenue without adding to the rates. The spotting of cars was pointed out as an expensive operation for which the roads received no returns and through which the shippers were the only ones to benefit. This assumption is based upon a fallacy which is apparent enough if experience and not columns of figures are taken as evidence. While it is true that the roads received no monetary return for this service, the saving in time, in the case of grain, with the resultant increase in available equipment to the railroads, more than makes up for the cost of spotting. By this increase in car capacity, due to the increased speed of loading at private tracks, not only the

individual shipper but the public generally is served. It would seem also that where a shipper built and maintained a sidetrack with the understanding that the railroad would spot cars free of charge, an implied contract is involved. The Appellate Court of Illinois, *Great Eastern Railroad Company vs. West* (108 Ill. App. Ct. Rep., 504), held that a collection of a switching charge was unauthorized and illegal, and that the rate from one track in a district shall not be more than from another track. There is no doubt but that the legal aspect will be tested before the spotting charge is generally allowed.

GRAIN INSPECTION FEES

On the proper inspection of grain the stability of the whole system rests, therefore it is only just that shippers should pay the cost of this service as they get the first benefits. In many markets the cost of inspection was estimated upon the service performed in former years when less care, or at least less exact methods, were in practice. As a result it has been generally found that the rate fixed was too low and did not meet the expenses of the inspection department. In the Chicago district within 16 months the expenses exceeded the income by \$54,000 and the charge has been raised to 50 cents. Similar conditions were found at Kansas City, Peoria, effective July 1, 1914, and Cincinnati, and the fee was boosted to meet the cost. In the latter city the raise was vigorously protested by the grain members of the Chamber of Commerce, on the assumption that shippers would object. But shippers, as a rule, are reasonable, and are fully aware of the value of the service if it is done properly. The threat of some dealers in Cincinnati that they will use their own estimates instead of the inspection service of the Chamber is to be regretted, as the trade of the city, worked at cross purposes, can only be harmed.

A PROPOSED CANAL FOR THE NORTHWEST

The Northwest has in prospect a new waterway from St. Paul to Lake Superior by way of the St. Croix River and a proposed canal through Wisconsin. The rail rate on coal from Superior to St. Paul is 90 cents a ton, by the proposed waterway the rate is estimated at 35 cents per ton. The reduction in rates on other freight would be in proportion. For the east-bound freight, besides the millions of bushels of grain, the Minneapolis mills would guarantee a million barrels of flour per year and lumber and iron would aggregate a tremendous tonnage. The preliminary investigation has made the project seem useful and profitable. There will be about seventeen locks on the route, the waste water from which will develop 500,000 horsepower of electricity, which will be available in all the towns from Prescott to Superior. This canal is of interest to all eastern markets as well as to the Northwest, as the rail tariff from Minneapolis to Lake Superior is a factor in eastern grain prices. The importance to the grain trade of waterway development cannot be over-estimated. The movement toward water development is world-wide and has already received a tremendous

impetus in England, Germany, and France. For years our whole transportation problem has been railroad development; serviceable canals, which had formerly been in general use, have been allowed to go to ruin through neglect. Another decade will see many of them resuscitated, and with our improved power boats, water traffic will regain its lost prestige.

THE CAR PROBLEM

The total number of freight cars owned on the 259 railroads of the country is 1,847,682, about one-half of which can be used for moving grain, and in addition, some roads are converting stock cards to grain use by relining. It is estimated that it will require approximately 1,000,000 cars to move the wheat crop, but traffic managers have been working on the problem for weeks, holding many conferences, and they are generally confident that they can handle the new crop without unreasonable delay.

The whole responsibility does not lie with the railroad however. Shippers should only order as many cars as they need and only when they can be used immediately. Loading and routing should be done as quickly as possible. The inspection departments at the terminal markets should systematize their work so that no car need be held longer than absolutely necessary. The terminal elevators can assist or retard the forward movement by the way they handle the wheat coming to them. In short, every agency having to do with transportation of wheat will have to co-operate in every possible manner. The problem is greater than it has ever been before and more care and dispatch will be necessary. If all work together, the thing is done.

WATERWAY FREIGHT

The grain trade of the country has apparently overlooked the importance to itself of the undeveloped possibilities of water traffic. Most of the grain of the country is produced in the Mississippi Valley. At present the great bulk of it moves by rail over a large part of its route to the terminal markets. The Eastern market takes a large proportion of the grain for consumption, but a comparatively much larger amount for foreign shipment. The Panama Canal will have a material influence in forming new avenues of trade, just how much it is impossible to foresee. The natural outlet for the Middle West, economically, is through the Gulf of Mexico. The Isthmian Canal will bring this outlet into immediate touch of the whole world. Another factor that bears close thought is the greater speed of water freight over that of rail. This sounds absurd on first hearing, but it is true nevertheless.

According to figures of the American Railway Association, the average movement of a loaded freight car is only 25 miles per day. The low average is due to the delay at terminals. Canal boats average nearly twice as great a mileage per day as freight cars. The rates are incomparably lower. It remains a mystery why there is so little attention paid by the grain trade to the development of inland waterways, and, incidentally, to keeping them independent of railroad control.

EDITORIAL MENTION

The new charge for spotting cars on private tracks has shown the fallacy of the old saying that "A leopard cannot change his spots."

The Government crop report is as pretty as a June bride. The entire country is the bridegroom. Our best wishes to the happy couple.

If alfalfa crops were as prolific as alfalfa newspaper stories, the country would be covered from ocean to ocean.

The anti-trust bill protects labor and co-operative organizations which are not "conducted for profit." If the co-ops want protection, bang goes sixpence!

Governor Hodges of Kansas recently paroled a states prisoner so that he could go home and harvest his wheat crop. The moral of this is: Always plant a wheat crop before going to jail.

Three brokers on the Chicago Board were recently suspended for using profanity in the corn pit. The late crop of corn could be expressed in no other way, so that the punishment at best seems cruel and unusual.

Craig, Colo., became a large black spot on the U. S. mail map recently, when it shipped in two tons of oats by parcel post, in 50-pound sacks. The saving in carrier charges was large, and the drinks are on Uncle Sam.

The squabble over free seeds between Senate and House at Washington is grown respectable by custom. This fight is as venerable as a one-legged veteran of the Civil War and should not be made the subject of levity.

The Farm Finance Bill is shelved for the present session of Congress. The bumper crop will make its failure of passage less trying than it would be in off year, but it should not make us lose sight of the importance of the measure.

Spasms of free wheat agitation continue to drift across the line from Canada, but they do not cause as much disturbance as a sentimental cat on a moon-lit fence—Canada wheat would have hard sledding through our own 900,000,000 bushels.

If the army is no longer needed in Mexico it might be turned loose in the Kansas wheat fields. Mowing down the grain might be a pleasant change from mowing down the enemy. There would probably be more perspiration than inspiration in the change.

It is a well known fact that several large elevator companies have insured the lives of their executive heads for large amounts. For instance, it is said that the Cargill Elevator Company of Minneapolis carries a policy of \$500,000 on the life of its president, and numerous other examples could be cited. There is sound business sense in this which might well be followed by smaller concerns. The passing

away of an important cog in a machine need not be financially disastrous if such a contingency has been provided for.

The rates from Argentine to New York are approximately the same as from Buffalo to New York by rail. And yet some people are still wondering why Argentine, so far away, is a factor in our markets. Distance in trade is measured, not by miles, but by rates.

The handling charge at Philadelphia terminals of $\frac{3}{4}$ cent for export grain, is causing considerable anxiety to shippers at that port as the charge at New York through the Erie Elevator is only $\frac{1}{2}$ cent, more than enough difference to divert the grain from the southern city.

The usual congestion is present in Montreal elevators, and vessels are finding difficulty in unloading. All that Montreal needs to make it the greatest port in the world is a canal to Lake Huron, a deep draft channel to the sea, adequate shipping, and the necessary tonnage.

J. C. Hill and Sons, permanent winners of the Colorado trophy for the world's best oats, were recently tendered a banquet by the Lloydminster, Alt., Board of Trade. What the B. of T. had against the Messrs. Hill was not related.

James Manahan, representative from Minnesota, is using the alleged iniquity of the Minneapolis Chamber of Commerce as the fuel for his campaign torch. He is a candidate of nomination for states attorney general. Perhaps the torch will burn his fingers before the campaign is over.

The Manitoba Government elevator system is in a bad way. It cost nearly a million and a quarter dollars, and the loss to date is \$300,000. A recent rumor gave the F. H. Peavey interest of Minneapolis, credit for having leased the entire line, but the rumor was denied by officers of the company.

The Bureau of Plant Industry has obtained some surprising success in growing corn with bigger kernels. By crossing different varieties, kernels of greatly increased size have been obtained. However, if reports are to be believed, all the Bureau's efforts sink into insignificance beside a hitherto unknown corn which has recently been imported from Bolivia. Its kernels are fully twice the size of the largest corn produced in the United States, and its snow-white color and fine flavor are said to render it superior to our best American corn.

Contrary to general reports, the corn which Nebraska proposes to experiment with in the arid sections of the state is not a new variety, but a very ancient one. It was developed by the Indian tribes of Arizona and New Mexico probably several centuries before Columbus landed in the New World. It is declared that the reason that this corn is suitable for arid regions is said to be the fact that the kernels will germinate a foot under ground and the roots thereby will be able to get considerable more moisture than the ordinary varieties of

corn. The ears of the corn are of a light yellow color spotted with black. The kernels are much softer than those of the ordinary dent corn.

A fleet of steel barges recently made their way by the Ohio, Mississippi and Illinois Rivers, from the upper Ohio to Chicago. The interest attached to the convoy lay in the fact that it presages the rehabilitation of canal and river transportation of grain in Illinois. This will mean real money in the pockets of Illinois shippers.

Three cargoes of wheat from Argentina are due to arrive at Savannah, Ga., this month. The tarheel city is quite excited over the news, as the forerunner of a enormous import trade from South America. A large import trade in wheat to this country this year is about as probable as shipments of ice from Patagonia to Alaska.

It is reported that the railroads have come to an agreement to abolish the practice of paying elevation charges at the terminal markets. This will reflect back to the shipper and eventually to the grower, the ultimate stopping place of all added expense in handling and transporting grain. The farmer proposes and the railroad disposes.

If Louis D. Brandeis took seriously to heart all that the shippers are saying of him, he would retire to some secluded place and jump off. The only trouble with Mr. Brandeis is that he is obviously working for the people in their fight against corporation rule. This makes it hard to get real mad, although he treads on our toes.

The state high school debating championship this year rested on the verdict as to whether or not "in accordance with the provisions of Amendment 14 of the state constitution, North Dakota should own and operate terminal elevators in Minnesota and Wisconsin." We have not heard the result of the contest, but are glad to learn that the question is to be thus authoritatively settled.

We have seen and heard many interesting booster stories, but that one from Nebraska recently about its wheat crop is in a class by itself. The State Board of Agriculture has estimated that four Nebraska wheat crops are worth a trifle more than all the gold produced in Alaska since 1880. Look at the figures:

Since gold mining began in Alaska the gold placers of Alaska have yielded 7,488,491 ounces of fine gold. The value of the output is fixed at \$154,800,875. This has been the total output of the mines from 1880 until the present time. The Nebraska wheat crops of 1910, 1911, 1912 and 1913 sold for \$175,676,218. In other words, the wheat crop for a four-year period would pay for the entire output of the Alaska gold mines and there would be a balance of \$20,875,343 in favor of Nebraska.

Why go to Alaska and suffer with the cold, is the very obvious question. Unfortunately, however, we must consider the difference in the profits of wheat raising and gold mining. Figures do not lie here, but they are rather misleading.

JOS. ROSENBAUM
Chicago.

NEWS OF THE TERMINAL MARKETS

F. J. SEIDL
Minneapolis.

OMAHA CHOOSES A SITE

A site has been chosen at the southwest corner of Nineteenth and Harney streets, Omaha, Neb., for the new home of the Omaha Grain Exchange. A building will be erected at an estimated cost of \$300,000.

TOO MUCH WHEAT

In their weekly grain letter of June 5, Finley Barrell & Co. of Chicago, say: "We do not believe the present bullish statistics and slightly unfavorable crop conditions abroad can offset our domestic prospects for enormous winter wheat yield and favorable outlook for spring wheat, therefore it looks as if wheat would work considerably lower."

GRAIN ON TRACK NOT DELIVERABLE

The members of the Board of Trade of the city of Chicago by recent vote defeated the proposed amendment to the rules of the Board which would provide that grain in cars should be deliverable on contract during the last three days of the month. It is an old question, but became of recent agitation when a few months ago many hundreds of cars were standing on track and could not be delivered, owing to the inability of the elevator concerns to house the grain offered in time for delivery.

EXPORTERS PREFER EARLY SHIPMENT DATES

"Market fluctuations in wheat indicate considerable activity and there has been a much better export demand," says L. W. Forbell & Co. of New York in June letter. "Foreign crop advices unsatisfactory, while reports from the Central West have been of a more reassuring character, resulting in more liberal offers of new Red Winter wheat for July shipment. Exporters still continue to give strong preference for the earlier dates of shipment."

THE JUNE INCREASE IN THE CORN VISIBLE

Corn visible, like Cassius, usually wears a lean and hungry look during June. Will it take on a few rolls of fat this month? It usually does. Farmers have more time to haul. Farm reserves, weather and prices are also important. Visible usually swells two or three millions. It got a bad swell head last June. It increased from 2½ to 11½ millions, easily the largest increase for a decade. It sometimes shrinks a little. It is now 4,400,000 against 2,500,000 year ago when smallest for June in thirty-five years. Chicago has nearly half the visible. Buffalo is second but has only 360,000. July almost always scores a shrinkage in the visible. Farm reserves are reported small in most sections. —C. A. King & Co., Toledo, letter, June 5.

MERCHANTS EXCHANGE ADOPTS NEW CORN RULES

The members of the Merchants Exchange of St. Louis, Mo., by vote on May 25, adopted the following amendment to the rules of the Exchange:

On and after June 1, 1914, all contracts made for corn, unless otherwise specified, shall be understood, as for "contract" corn; and on such contracts, a tender of the following described grades of corn, in such proportion as may be convenient to the seller, but in no case an amount less than 5,000 bushels of any one grade, shall be deemed a valid tender at the price difference, mentioned in the following schedule; provided, further, that not less than 1,000 bushels be delivered in any one elevator: No. 1 white, No. 2 white, No. 1 yellow, No. 2 yellow, No. 1 mixed, No. 2 mixed corn at contract price; No. 3

white, No. 3 yellow, No. 3 mixed corn at 2 cents per bushel under contract price.

Provided, further, that No. 3 white corn, No. 3 yellow corn and No. 3 mixed corn, cannot be delivered during the months of March, April and May, except at 4 cents per bushel discount under contract price.

The Exchange also voted to change the rules so as to permit delivery of hard winter wheat without penalty on contracts effective June 15.

A PROMINENT FIGURE IN THE GRAIN TRADE OF MINNESOTA

E. R. Rehnke, General Chairman of the Minnesota State Board of Grain Appeals, was born in Germany, came to America with his parents when

E. R. REHNKE, OF MINNEAPOLIS
Chairman, Board of Grain Appeals.

eleven years of age, lived a short time in Chicago and later moved to Rice County, Minnesota, where he settled on a farm with his parents. His early life was spent on the farm, during which time he attended the country school at interrupted intervals, but derived his education not so much from schools as from self help, books and business experiences.

He moved to Kenyon, Minn., when yet a young man and went into the farm implement business and continued at it for fifteen years. During this time he owned a farm near town, which he operated, thus keeping in close touch, not only with the farmers, but with the farm crops. Mr. Rehnke was connected with a farmers' elevator at Kenyon for several years during which time he took an active interest in its affairs. He served as member of Board of Education and Alderman and Mayor of Kenyon for several terms.

He was appointed member of the Minnesota State Board of Grain Appeals in 1911, as a member of the Duluth Board and recently transferred to the Minneapolis Board. He has served as Chairman of Duluth Board and is now General Chairman of the State Board of Grain Appeals. This is a record which demonstrates conclusively how well qualified he is for the position.

While a member of the Board, he was instrumental in seeing that a state laboratory, under the supervision of a practical chemist, was established in connection with the grain inspection department. The need was felt for such a laboratory whereby the commercial value of the different varieties of grain could be determined instead of relying upon the physical appearance of the grain. Among the duties of the Appeal Boards, is the establishing of the Minnesota Grades and in order to establish equitable grades between producer and consumer, Mr. Rehnke felt the importance of such a laboratory.

What Mr. Rehnke considers a most important step taken in the grain trade, is an experiment, which is now being made by the State Boards of Grain Appeals and two Chief Deputy Grain Inspectors, and of which committee, Mr. Rehnke is chairman. This experiment, in order to place grains in the proper grades, is made to determine how much moisture can be carried in grains and be safe for storage in elevators. This experiment is under operation in elevators at Duluth for the last eight months and it may take two years or more before same can be completed, after which time a full report will be issued of the finding which will be of much importance to the grain trade.

Mr. Rehnke, on account of his activities and qualifications, has been appointed by the Governor to serve another three years' term to begin August 1st, 1914.

Mr. Rehnke is married and lives in Minneapolis with his family.

FARMERS WILL BE BUSY

Commenting upon the corn situation, T. A. Grier & Co., of Peoria, state in June letter:

"The general opinion is that the rush is largely over. Farmers must go to work now cultivating their corn fields and a little later on, harvesting of hay, wheat and oats will be in order, so that any large movement of corn until after harvest seems unlikely. There is a considerable farming element who always wait until after harvest and until they see how the growing crop is making it, before disposing of their surplus corn holdings; and on account of the peculiar and unusual conditions prevailing this year, this class is likely to be larger than usual. Corn has made a good start and is growing finely. A big crop is due this year. May we get it. That the old crop of corn will likely be quite scarce before the first of September is the opinion of many. It would seem unwise to be short July corn under prevailing prices for No. 4 and No. 3 cash corn in Chicago and Peoria."

AN OLD BOARD OF TRADE SIGN

An interesting relic came to light recently with the finding of the sign "Board of Trade" which hung over the entrance to the old Board of Trade Building along the railroad tracks near the mouth of the Milwaukee River at Milwaukee, Wis. The sign which is about 18x9 inches is of wood, painted black and the lettering was done with gold paint. It was found by James Mallon of the Rialto Elevator Company at the Rialto elevator, which was formerly the Angus Smith Elevator A and is near the site of the Board of Trade building.

The building was a tiny one of brick and stood so close to the railroad tracks that the Board of Trade members, when they did their trading, as frequently happened, in the open air, stood about on the rails and ties. The Board of Trade was

succeeded by the Chamber of Commerce in 1858. The first location was on part of the site of Gimbel Brothers' store and later the location was moved to the present one.

WHEAT PRICES

In commenting on the Government report issued June 8, Southworth & Co., of Toledo, say:

"So much for the figures. A few millions may be added by superfine harvest conditions, or deduction in winter wheat territory if the harvest is too damp. No indication of such a state of affairs now. Expert LeCount wires from Nebraska that the winter wheat crop is simply immense—that's all there is to it. That's enough, to the bear's way of thinking.

"Spring wheat has to run the gauntlet. It's a paper yield so far. It's hard to see how the report can be true that South Dakota wheat has enough moisture now to make a good crop without rain to harvest. We're afraid if the ground is so soaked as that, one good shower would ruin the crop.

"July wheat is something else again. The cash situation is a tight affair. A very small carry-over at July 1 is in prospect. Bulls feel confident that the run of new wheat will come too late to break July prices, and their confidence has been justified by the course of prices thus far."

TOLEDO ADOPTS GOVERNMENT CORN GRADES

The Produce Exchange at Toledo, Ohio, has voted to adopt the government corn grades to take effect July 1. The contract grade will be No. 3, yellow, the same as at present in name but to correspond with the government grade. No. 3 white corn will also be deliverable at contract price. Mixed corn will not be deliverable on contracts. No. 1 white and yellow, No. 2 white and yellow will be applied at half a cent premium. No. 4 white and 4 yellow can be applied at two and one-half cents discount during the months of November, December, January and February.

CHANGES IN MEMBERSHIP

Chicago.—To the Board of Trade during the last month, Chas. S. McCraw, Albert J. Kemper, Theodore A. Swift, R. A. Kalbfleisch, Edwin A. Aldrich, Malcolm E. Greenleaf, William J. Scott, Robert B. McConnel, Arthur R. Roberts, Oliver D. Mosser, George A. Veninga, Charles W. Lonsdale, Bernard C. Feeney and James P. Ryan were admitted. Secretary J. C. F. Merrill reports that the memberships of J. Stoddard Johnston, Jr., G. D. B. Bonbright, Thos. J. Stofer, John E. Ross, Wm. F. Roberts, Peter S. Theurer, Harry J. Renn, Wm. J. Buttscham, John G. M. Glessner, Henry Crosman, Wm. J. Hamilton and the estates of Wm. Kemper, S. H. Woodbury and W. C. C. Gillespie have been transferred.

Cincinnati.—Louis M. McGlaughlin, E. J. Thoman, W. W. Freeman, Sam. Levy, L. F. Walter, Russel S. Simmons, O. L. Graeser, G. A. Oerts, Sec. Harburger and Sayward Galbraith have been admitted to the Cincinnati Chamber of Commerce says S. W. Coffman, auditor for the Chamber and Merchants' Exchange.

Duluth.—Secretary Chas. F. MacDonald of the Board of Trade reports that Adam G. Thomson took up the withdrawal of F. W. Winship on the Board.

Indianapolis.—A former Louisville man, Fred W. Scholl, was admitted to membership of the Board of Trade of which Wm. H. Howard is the secretary.

Milwaukee.—The secretary, H. A. Plumb, of the Milwaukee Chamber of Commerce reports the following changes of memberships for the past month: A. B. Meyers has absorbed two memberships transferred from Carl B. Mueller and the estate of H. Germain.

St. Louis.—At a recent meeting of the directors of the Merchants' Exchange, Chas. W. McConaughy, John Struttmann, Edwin M. Goette, Alex. C. Harsh, and Frank Weinberg were accepted as new members, Secretary Eugene Smith reporting the memberships of Jefferson Stephens, Daniel C. Miller, E. L. Foote, Lewis C. Doggett and John P. Keys were transferred.

Toledo.—The Young Grain Co. was admitted to membership in the Produce Exchange during May according to Archibald Gassaway, secretary.

WAGNER ON "WHEAT"

E. W. Wagner & Co., of Chicago, have the following to say on market conditions in late June letter:

The June wheat prospect is a record and compares with a former record of 744,000,000 last June. Granted a dry harvest the extensive cash wheat premiums should have little effect on July wheat. Russia and America continue to supply Europe. The first 75,000,000 out of our new crop will pass swiftly abroad. After June 12 to 15 we expect wheat resilience. Continental wheat news suggests further complaints and a liberal reduction of their 1914 yields as compared with 1913 results.

If America raises its first one billion wheat, much lower prices will be seen. A large break is questionable, however, until the news of June 15 to 30 becomes history. Also—U. S. wheat is at cheap levels. Corn and oats are on the brink of their crucial crop period. Oats start is only moderate and a bumper crop seems impossible. Around June 15 the June corn run should be completed.

An active corn and oats crop season is indicated and both grains are an investment. The month of July will probably develop signs of old corn scarcity. Extent of Argentine corn imports after July 15 may prevent startling prices for corn but may not prevent near duplication of the recent ascent in May corn.

Corn rarely breaks in June. Should the new crop make immense progress in the last half of June, the market would recognize the high condition. Old and new crop months might thus decline in early July but in periods of scarcity the old crop months usually break away from December and May corn, and display decided strength. Under such circumstances their premium would be extensive.

To date the old and new corn and oats crop months have not witnessed unsafe or unreasonable levels and are worthy of the immediate attention of the investor.

TERMINAL NOTES

Sam Finney has been engaged to take charge of the cash grain department of E. Lowitz of Chicago.

Henry D. Watson, known as the "Alfalfa King" of the Platte Valley, well known in Kearney, Neb., recently filed a petition in bankruptcy.

R. P. Knight, formerly a member of the firm of W. A. Gordon & Co., of Portland, Ore., has engaged in the grain business on his own account.

Frederick Uhlman of the J. Rosenbaum Grain Co., Chicago, Ill., returned home the last of May from a three months' pleasure trip in Europe.

J. F. Zahm & Co., of Toledo, Ohio, have made arrangements with Bert A. Boyd of Indianapolis, Ind., to act as their broker in that market.

The Mahood Hay & Grain Co. of Pittsburgh, Pa., has discontinued business, William Mahood having associated himself with R. I. Ellwood & Co.

George R. Deniston, connected with the grain and stock firm of Chapin & Co., of Chicago, Ill., is on an extended trip to Southern California.

The Grain Exchange Building at Sioux City, Iowa, a four-story office building was destroyed by fire the latter part of May, entailing a loss of \$200,000.

W. C. McCune & Co. of Pittsburgh, Pa., have removed their offices from their old warehouse which they recently abandoned, to quarters in the Wash Building.

Chas. F. Hegwein has been appointed supervising inspector of the Illinois State Grain Inspection Department, taking the place made vacant by the resignation of Harry Ulrich.

The Kansas Grain Grading Commission met at the office of the governor at Topeka, Kan., June 15, for the purpose of fixing grain standard for this year's wheat crop.

George S. Jackson of Gill & Fisher of Baltimore, Md., was the representative of the Baltimore Chamber of Commerce to the Lake Mohonk Peace conference in New York, May 27 to 29.

L. S. Churchill, A. B. Black, H. C. Harrison, F. E. Ogden and E. M. Husted have been appointed as

inspection and weighing committee of the Buffalo Corn Exchange to serve the ensuing year.

The firm of Chas. H. Granger Grain & Hay Co., of Cincinnati, Ohio, has been succeeded by the Granger & Starry Grain & Hay Co., with offices at 2009 Union Central Life Insurance Building.

The affairs of the defunct grain firm of Mereness & Potter Company of Milwaukee, Wis., were wound up early in June when the final meeting of creditors was held and declaration of first and final dividend.

Jacob Schreiner, well known St. Louis grain man lost a son recently in New Mexico by drowning. The young man was a brother of Frank, Joseph and Jacob Schreiner, members of the Chicago Board of Trade.

Edward P. Bacon, head of the grain firm of E. P. Bacon & Co., Milwaukee, Wis., celebrated his eightieth birthday recently and was the recipient of congratulations, flowers and testimonials from very many friends.

A card from Fred Jaeger of J. F. Zahm & Co., of Toledo, from Hamburg, stated that all the party arrived safely by steamer *Imperator* and that they were having a splendid time thus far on their continental trip.

P. J. Mullin, has been selected for the position of manager of the newly organized Oklahoma Grain Co. of Oklahoma City, Okla. Mr. Mullin was recently connected with the grain department of the Kansas Flour Mills Co.

The Young Grain Company of Toledo, Ohio, has been incorporated to carry on a general commission business in grain and seeds. The members are: Jesse W. Young, C. W. Mollett, O. W. Randolph and H. H. Frye, all well known Toledo grain men.

The Armour Grain Company of Chicago, Ill., has removed its offices from the Home Insurance Building, where it has been located for very many years, to new quarters on the twelfth floor of the new Continental and Commercial National Bank Building.

Edward F. Chapin, well known member of the Chicago Board of Trade, and seventy-five years of age was married in June in Boston, Mass., to Miss Mary L. Hall, three years his junior. Mr. Chapin has been a widower for a number of years and the wedding was said to have resulted from a childhood romance.

Keusch & Schwartz Company, with offices in the Postal Telegraph Building, Chicago, and head office in the Produce Exchange, New York City, have built up a very good business at the Chicago office since its establishment some time ago and have been obliged to move to larger quarters in the Postal Telegraph Building. They have added Barnett Farroll to their salesmen in charge and will shortly install a private wire between their Chicago and New York offices.

A number of grain and flour men of Minneapolis, Minn., made a trip by special train recently through Minnesota and North Dakota with the object of expanding the trade of Minneapolis through the territory visited. Among those who made the trip were John G. McHugh, secretary of the Minneapolis Chamber of Commerce; L. B. Loosmore of Quinn-Shepherdson Co.; M. H. Woodward of Woodward & Co.; A. H. Poehler of Poehler & Co.; D. D. Tenney of Tenney & Co.; W. C. Helm of Russell-Miller Milling Co., and E. K. Pickett of Washburn-Crosby Co.

Clement, Curtis & Co., one of the most favorably known of the grain and stock firms on the Chicago Board of Trade, have decided to enlarge their grain business by adding a cash grain department with Mr. William Thayer in charge. Mr. Thayer is a member of the Chicago Board of Trade of long standing and has a wide acquaintance with the grain trade contributory to the Chicago market. Warren Lobdell, who has been the acting cashier for the firm, will be at the head of the office force, and the department will have at its command the experience and information of P. S. Goodman who is widely known as a statistician in grain, cotton and provisions, among the entire grain trade of the coun-

try. The success which has attended Clement, Curtis & Co. in the past augurs well for the prosperity of the new department.

Rosenbaum Brothers of Chicago, Ill., have made a number of changes in their general offices in the Board of Trade Building in the way of making them more effective for service. All departments have been separated and there is now a sample room, conference room, stenographers and mailing clerks room, cashier's office and clerical department. The entire offices present a modern and up-to-date appearance, and were completed just before the return of President E. L. Glaser, who has been absent on a short vacation, with his family, in Europe.

Lloyd Canby, son of Caleb H. Canby, president of the Chicago Board of Trade and member of the grain firm of which his father is at the head, was married June 6 at the home of the bride's parents to Miss Katherine A. Vincent, daughter of former Judge and Mrs. William A. Vincent, 1301 Astor Street, Chicago. The marriage unites two of Chicago's most prominent families, Mr. Canby's parents have been for years well known residents on the South side, and former Judge Vincent's paternal grand parents were of distinguished old Virginia families. They settled near Springfield and later moved to Chicago.

Langenberg Bros. & Co., one of the oldest active grain firms in the St. Louis Merchants Exchange at St. Louis, Mo., has found additional space necessary owing to their increasing business, and now occupy the entire north end of the fifth floor of Exchange Building. The offices have been remodeled and fitted out with modern office equipment so arranged as to promote the convenience of the various departments of the business. The company was organized in 1877 and is now capitalized at \$500,000, the members being H. F. Langenberg, senior member; H. H. Langenberg, F. W. Langenberg and Dan Mullally. The firm operates the Rogers Elevator of 750,000 bushels capacity, the Eureka Elevator of 100,000 bushels capacity and the Mound Street warehouse with a capacity of 140 cars of hay. A total force of 27 men is required to operate the elevators and warehouse, while the office force comprises 36 people. The firm handles grain, hay, seeds, etc., and each department is under the personal supervision of a member of the firm.

Logan & Bryan of Chicago in the latter part of May took over the cash grain receiving and commission business of George H. Sidwell & Co., for consolidation with their own cash grain department. Messrs. George H. Sidwell & Co., in announcing the change said: "We desire to announce that after an active and intimate association with the grain trade for forty-five years, The Geo. H. Sidwell Co. will, as soon as the plans now under way are completed, be dissolved. A most advantageous arrangement has been perfected, whereby our entire business will be consolidated with and conducted hereafter as the "cash grain department" of Logan & Bryan, a firm which for two generations has established and maintained a record for commercial enterprise and financial stability second to none in the trade. What such a house as this, with its unexcelled facilities in all branches of the business offers to all of its customers in point of service and reliability, we feel sure is obvious. Our Mr. George A. Wegener goes over with the business to become manager of the cash grain department of Logan & Bryan and will take with him Messrs. Stevers, Ryan and Leonard as well as Mr. Eschenburg and substantially the entire office force, so that the interests of our customers will be cared for identically as in the past."

Rates from Puget Sound and Northwest to the Orient have again been cut and wheat and flour charges are now but \$2 a ton.

The capital expenditures of Canada's canals to the present is \$105,656,036 and the 1913 cost of maintenance \$1,603,080. With these facilities a saving over rail rates of \$2.22 per ton is possible. The average rate per ton mile of canal traffic for last year was 184 as against a rate of 758 for Canadian railways.

RECEIPTS & SHIPMENTS

The following reports come from the leading markets of America for the may receipts and shipments of grains, seeds, hay and flour:

BALTIMORE.—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	1,384,831	3,213,366	1,677,853	2,614,130
Corn, bus.....	165,721	268,110	33,133	298,786
Oats, bus.....	898,970	419,152	393,122	50,770
Barley, bus.....	4,479	126,300	.....	81,800
Rye, bus.....	204,973	170,103	137,142	137,143
Hay, tons.....	5,262	5,209	1,219	971
Flour, bbls.....	137,551	180,630	84,472	79,371

BUFFALO.—Reported by the Chamber of Commerce:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	12,386,435	13,610,554	.....	.....
Corn, bus.....	1,167,772	2,509,049	.....	.....
Oats, bus.....	2,155,700	3,144,186	.....	.....
Barley, bus.....	690,557	1,738,281	.....	.....
Rye, bus.....	82,018	204,545	.....	.....
Flaxseed, bus.....	968,181	.....	.....	.....
Flour, bbls.....	1,038,200	1,155,422	.....	.....

CHICAGO.—Reported by J. C. F. Merrill, secretary of the Board of Trade:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	4,716,000	1,668,000	2,959,000	2,970,000
Corn, bus.....	2,492,000	5,135,000	4,423,000	5,015,000
Oats, bus.....	6,358,000	10,788,000	9,263,000	8,208,000
Barley, bus.....	1,259,000	1,580,000	350,000	362,000
Rye, bus.....	152,000	140,000	179,000	130,000
Timothy seed, lbs.	828,000	1,509,000	888,000	2,229,000
Clover seed, lbs.	210,000	109,000	544,000	90,000
Oth. grass sd., lbs.	888,000	527,000	973,000	1,910,000
Flaxseed, bus.....	116,000	344,000	1,000	2,000
Broom corn, lbs.	1,540,000	1,166,000	1,340,000	1,320,000
Hay, tons.....	27,804	16,984	4,769	574
Flour, bbls.....	627,000	865,000	480,000	489,000

CINCINNATI.—Reported by W. C. Culkins, superintendent of the Chamber of Commerce:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	133,139	195,919	104,676	166,583
Corn, bus.....	649,409	669,655	526,173	303,145
Oats, bus.....	559,617	682,557	386,376	534,607
Barley, bus.....	50,301	45,026	12,101	5,113
Rye, bus.....	18,676	44,253	15,853	17,131
Timothy seed, lbs.	643	6,102	1,630	1,831
Clover seed, lbs.	999	1,457	2,731	1,354
Oth. grass sd., lbs.	7,370	6,992	5,082	6,042
Flaxseed, bus.....	41	20	11	9
Broom corn, lbs.	222	19,090	.....	24,842
Hay, tons.....	23,419	18,225	22,771	13,061
Flour, bbls.....	80,921	104,299	63,346	53,450

DETROIT.—Reported by M. S. Donovan, secretary of the Board of Trade:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	101,000	109,000	81,000	135,100
Corn, bus.....	74,600	101,600	97,000	57,300
Oats, bus.....	272,500	237,000	28,000	2,600
Barley, bus.....	1,000	1,000	.....	.....
Rye, bus.....	12,000	4,000	11,000	1,100
Flour, bbls.....	36,800	31,000	42,400	35,800

DULUTH.—Reported by Chas. F. McDonald, secretary of the Board of Trade:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	1,772,671	4,153,834	8,237,651	8,773,617
Corn, bus.....	.....	19	128,072	47,014
Oats, bus.....	88,740	757,155	1,930,850	1,429,925
Barley, bus.....	164,238	775,197	376,218	1,109,590
Rye, bus.....	53,658	90,209	294,347	83,086
Flaxseed, bus.....	230,480	773,784	472,525	1,969,938
Flour, bbls.....	639,925	704,000	858,160	956,965
Flour, produced..	103,110	77,700	.....	.....

GALVESTON.—Reported by H. A. Wickstrom, chief inspector of the Cotton Exchange and Board of Trade:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	*341	783,000	96,000	757,240
Corn, bus.....	*12	29,000	.....	17,142
Argentine corn...	686,882	.....	.....	.....
Oats, bus.....	*16	2,000	.....	.....
Barley, bus.....	.....	2,000	.....	.....
Rye, bus.....	.....	15,000	.....	.....

*Cars.

INDIANAPOLIS.—Reported by Wm. H. Howard, secretary of the Board of Trade:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	45,000	60,000	12,000	32,000
Corn, bus.....	962,000	1,301,000	463,000	328,000
Oats, bus.....	440,000	537,000	116,000	80,000
Flour, bbls.....	.....	.....	44,101	24,104

KANSAS CITY.—Reported by E. D. Bigelow, secretary of the Board of Trade:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	775,200	1,586,400	3,481,200	1,566,400
Corn, bus.....	2,755,000	1,043,750	1,623,750	856,250
Oats, bus.....	486,200	601,800	1,275,000	603,500
Barley, bus.....	11,300	49,000	2,800	4,290
Rye, bus.....	12,100	6,000	1,100	2,200
Flaxseed, bus.....	3,000	1,000	.....	1,000
Bran, tons.....	1,240	620	8,980	9,900
Hay, tons.....	14,124	27,966	4,056	6,360
Flour, bbls.....	7,500	16,250	90,750	188,500

MILWAUKEE.—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	412,825	422,900	231,211	194,882
Corn, bus.....	433,500	319,780	116,200	413,238
Oats, bus.....	1,145,700	747,000	333,236	911,159
Barley, bus.....	950,820	903,500	194,360	220,100
Rye, bus.....	93,070	159,500	84,728	171,769
Timothy seed, lbs.	90,000	320,000	30,000	90,000
Clover seed, lbs.	9,440	14,340	60,000	60,000
Flaxseed, bus.....	27,830	103,200	.....	.....
Hay, tons.....	3,476	3,380	1,022	312
Flour, bbls.....	265,600	217,400	440,517	337,989

MINNEAPOLIS.—Reported by H. W. Moore, statistician of the Chamber of Commerce:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	3,538,510	1,202,410	2,116,270	609,640
Corn, bus.....	373,290	177,580	236,630	83,450
Oats, bus.....	936,470	208,060	1,731,440	188,430
Barley, bus.....	813,520	309,570	1,704,390	522,370
Rye, bus.....	259,340	32,430	348,700	45,330
Flaxseed, bus.....	138,800	136,310	31,190	73,650
Mill stuff, tons...	3,862	539	43,498	5,629

MONTREAL.—Reported by Geo. Hadrill, secretary of the Board of Trade:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	12,111,056	7,252,343	5,351,761	3,936,116
Corn, bus.....	23,181	82,179	1,059	1,000
Oats, bus.....	3,132,747	2,343,404	739,674	1,615,266
Barley, bus.....	1,016,546	1,610,118	614,294	916,851
Rye, bus.....	188,530	71,250	7,887	42,857
Flaxseed, bus.....	25,257	1,072,518	82,720	430,228
Hay, bales.....	86,675	56,915	12,253	10,006
Flour, sacks.....	175,010	302,017	142,065	198,857

NEW YORK.—Reported by H. Heinzer, statistician of the Produce Exchange:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	4,769,280	7,226,400	3,031,650	4,930,407
Corn, bus.....	529,800	374,000	67,787	95,304
Oats, bus.....	1,193,800	2,191,425	527,775	619,270
Barley, bus.....	282,200	455,600	228,445	399,570
Rye, bus.....	18,000	635,500	13,216	68,874
Timothy sd., bgs.	.....	.....	263	520
Clover seed, bags	2,804	1,754	815	593
Hay, tons.....	26,976	28,462	.....	.....
Hay, bales.....	.....	.....	9,062	16,041
Flour, bbls.....	878,698	728,932	362,339	327,457

NEW ORLEANS.—Reported by W. L. Richeson, chief inspector of the Board of Trade:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	1,077,685	1,240,000
Corn, bus.....	137,515	103,805
Oats, bus.....	9,126	48,152

OMAHA.—Reported by F. P. Manchester, secretary of the Grain Exchange:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	810,000	1,423,200	1,086,000	1,207,200
Corn, bus.....	3,181,200	1,112,400	2,740,100	1,006,500
Oats, bus.....	1,089,700	855,110	1,219,500	1,356,000
Barley, bus.....	12,600	33,600	.....	6,000
Rye, bus.....	6,600	28,500	13,000	21,000

PEORIA.—Reported by John R. Lofgren, secretary of the Board of Trade:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	53,000	84,000	62,600	45,000
Corn, bus.....	1,184,700	1,182,100	449,095	536,515
Oats, bus.....	1,046,400	814,800	1,253,300	1,038,769
Barley, bus.....	225,500	192,500	165,130	82,535
Rye, bus.....	8,400	15,600	21,600	4,800
Mill feed, tons...	3,952	5,832	7,741	8,912
Seeds, lbs.....	600,000	240,000	60,000	180,000
Broom corn, lbs.	165,000	30,000	.....	105,000
Hay, tons.....	3,810	2,020	870	187
Flour, bbls.....	150,400	256,260	159,725	216,805

PHILADELPHIA.—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	975,525	3,933,833	1,026,920	2,931,164
Corn, bus.....	117,061	166,430	.....	67,630
Oats, bus.....	848,422	630,937	352,903	.....
Barley, bus.....	128,050	73,772	127,464	15,046
Rye, bus.....	32,800	6,400	51,900	.....
Flaxseed, bus.....	168,854	385,877	26,100	58,900
Hay, tons.....	6,754	6,952	.....	.....
Flour, bbls.....	218,456	173,051	91,357	29,485

SAN FRANCISCO.—Reported by Wm. B. Downes, statistician of the San Francisco Chamber of Commerce:

Articles.	1914.	1913.	1914.	1913.
Wheat, centals...	244,479	352,496	295	188
Corn, centals....	2,193	9,612	615	318
Oats, centals....	16,200	43,299	60	3,308
Barley, centals...	162,432	132,029	19,268	7,795
Rye, centals....	.....	5,690	.....	.....
Hay, tons.....	7,732	1,209,590	895	1,175
Flour, bbls.....	91,571	105,678	22,892	38,159

ST. LOUIS.—Reported by Eugene Smith, secretary of the Merchants' Exchange:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	1,135,929	1,662,351	1,243,470	1,829,470
Corn, bus.....	1,501,825	2,375,700	905,450	1,136,310
Oats, bus.....	1,870,000	1,655,800	1,594,090	1,127,740
Barley, bus.....	86,400	8,000	53,180	3,740
Rye, bus.....	6,600	4,400	12,050	6,110
Hay, tons.....	15,565	14,890	8,345	7,830
Flour, bbls.....	230,720	249,735	281,520	280,460

TOLEDO.—Reported by Archibald Gassaway, secretary of the Produce Exchange:

	Receipts		Shipments	
Articles.	1914.	1913.	1914.	1913.
Wheat, bus.....	812,000	305,000	431,700	305,000
Corn, bus.....	150,400	242,400	115,100	224,800
Oats, bus.....	110,400	201,600	111,600	248,000
Barley, bus.....	3,000	1,000	.....	1,000
Rye, bus.....	2,000	3,000	1,500	1,900
Timothy sd., bgs.	602	234	3,111	78
Clover seed, bags	1,116	636	2,126	600
Alsike, bags.....	70	162	62	80

TRADE NOTES

The Richardson Scale Company of Passaic, N. J., and branches in all principal cities, has established a branch office in Dallas, Texas, in charge of J. Instone.

The Weller Manufacturing Company of Chicago, Ill., has issued a new discount sheet to apply to their Catalog Number 20. It will be mailed to all customers and users of the "Weller-Made" machines and equipments, on request.

Philip Smith, founder of the present large works of the Philip Smith Manufacturing Company of Sidney, Ohio, died May 26. The business was started in 1859 but Mr. Smith had not been identified with it for a number of years.

A recent number of *Graphite* published by the Joseph Dixon Crucible Company of Jersey City, N. J., contains a handsome, full size half-tone of the Norris Grain Elevator at Chicago, Ill., which is protected against the ravages of time and weather by Dixon's Silica-Graphite Paint.

Any one who does not have a Climax Scoop Truck cannot imagine what a handy device this is about the elevator. It runs on wheels and has grown to be a part of the equipment of all modern grain elevators and warehouses. It is manufactured by the Detroit Scoop Truck Company of 2227 W. Jefferson Avenue, Detroit, Mich.

We have received from Wm. H. Emerson & Sons of Detroit, Mich., a small booklet giving a list of users of the Emerson Elevator Wheat Tester. The popularity of this machine is evidenced by the 15,000 elevators now using it, and dealers who have added it to their equipment find it indispensable, as it eliminates all guess work in dockage and saves all the wheat.

The Hess Warming & Ventilating Company of Chicago, Ill., has mailed 121,000 copies of the Federal Corn Grades to the trade, as the first page of an 8-page folder, in which are described the various devices made by the company, and include grain driers, out door conditioners, moisture testers, corn sieves and percentage scales. If you didn't get one, send your name to the Hess Company and a copy will be mailed you.

The S. C. Bartlett Company of Peoria has ordered a Hess Drier and Cooler of 36,000 bushels daily capacity. The drier building will be erected and the changes of machinery necessary will all be made by the Hess Company under the superintendence of Fred Weston, one of its engineers. This is the ninth Hess Drier purchased by Bartlett-Frazier Co. or its connections and the order is the cause of much self-congratulation on the part of the Hess Company.

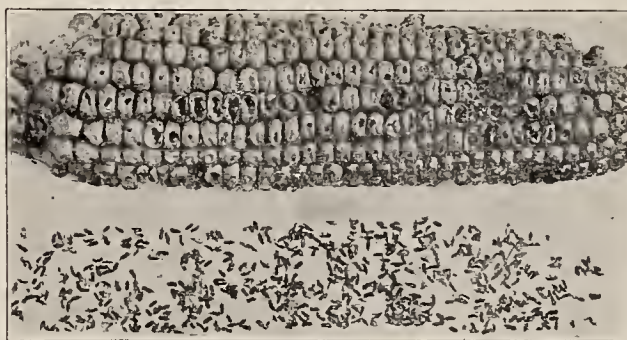
Geo. J. Noth, manager of the western office of Sprout, Waldron & Co. of Muncy, Pa., advises us that he has recently supplied the Howard H. Hanks Co. and R. W. King & Co., both of Chicago, with a line of their specially constructed corn crackers and oat crushers. He also has the order for the same type of machine to go in the plant now being erected by Argile & Kirby of Chicago, and will install one of the specially constructed corn crackers for the Herman Knoke Company of the same city.

A unique booklet has just been issued by Nordyke & Marmon Company, the Indianapolis, Ind., mill builders and engineers. This booklet, which consists of 48 pages and cover, shows a picture of the present Nordyke & Marmon Company factory and on the opposite page a small picture of the original building in which the company first began building milling machinery, over sixty-three years ago. The opening pages explain that the purpose of the book is to illustrate actual proofs of the satisfaction giving qualities of Nordyke & Marmon equipment, designs and milling systems. These introductory pages are followed by forty-four pages of illustrations, two to a page, showing interiors and exteriors of Nordyke & Marmon mills in all parts of the world. The title of this interesting book is "Mills That We Have Built," and a copy may be had by writing to Nordyke & Marmon Company at Indianapolis, Ind.

One of the special features of the new grain elevator of T. W. Keelin at Chicago, Ill., illustrated in the May issue of the "American Grain Trade," is its very modern feed mill equipment. This includes special types of "Monarch" machines, a 9x30 double roller mill made for oat crushing, and a special form of 9x30 single roller mill corn cracker. The machines are combined in each case with magnetic separators, making them absolutely self-contained in every respect. The order was placed through Geo. J. Noth, manager of the western office of Sprout, Waldron & Co., of Muncy, Pa.

INJURY TO STORED CORN IN THE SOUTH

Growing out of the study which is being made at the present in the South to suppress the Mexican cotton boll weevil, comes the problem of fighting the corn injuring insect, more especially the black weevil. This rampaging little bug now occupies



CORN DAMAGED BY WEEVIL

a place in the southern states second in economic importance only to the cotton boll weevil.

Agricultural methods there, however, are at present far from adequate and perfect storage facilities practically unknown at any point. As more corn and longer storage become necessary, the consideration of black weevil and other similar species is important.

Loss to corn by insects affects its merits in several ways. First, its market value or its nutritive value is impaired; and secondly, infested seed corn is very weak in germination, no matter how light the attack of the insect. Broken stems, barren stalks and decreased yields mark the use of such seed. Actual wastes of corn by weevil are enormous, it being estimated that Alabama's loss for last year alone reached close to \$4,000,000. Why is that so? It is because of the harvesting and storage methods at present used. No allowance is made for the fact that early maturing upland corn gets infested by the weevil much more than the later lowland corn, and both are allowed to remain in the field until frost, collected and put in storage together, perhaps while in a wet condition. Very open cribs are used and the whole husk is left on as it is generally supposed that storing with the husk on affords protection to the corn, but such is not the case, since it keeps the ears soft, allowing a more rapid inroad by the weevil.

Frosts do not kill the weevils in the cornfield, but an observer is lead to believe that such is the case, seeing the motionless, benumbed adults on a frosty morning. This is only a transient state and activities are resumed upon the advent of warm sunshine.

Some idea of the magnitude of the danger from weevil is obtained from the illustration, which

shows the damage done and the offspring produced in one year from one female black weevil. The breeding place of weevils is commonly in the storage bin and multiplication is rapid. Winter mortality is low, only 11 per cent being killed off where the temperature reached 20 degrees F. No production, however, occurs during an average of two months—January and February. Weevils winter in various place of shelter, such as the woods or fields. In the spring the cribs are sought and breeding occurs. Eggs are laid in cavities eaten into the kernel and deposited rapidly before the corn dries, and they will hatch in three summer days, producing little white grub worms. At their best season these become full grown beetles in a week and emerge from the kernel in another three days, leaving the disheartening hole which is seen by so many corn growers in the South. The initial hole where the egg is deposited is small and easily escapes notice. Eggs are never laid in the corn tassel as is sometimes supposed.

Experiments show that there are varieties of corn which have weevil resisting properties, and the Alabama Experiment Station at Auburn is making numerous and extensive tests. Their advice toward the elimination of the weevil and general bettering of the crop is covered under four topic heads, viz: Seed selection; field protection by trap rows; better storage and harvesting preparations; and fumigating possibilities.

Seed selection should be carefully done at harvest time, selecting toward large yields of sound grain and having tight husks rather than "show" type ears.

Trap rows of early maturing corn should be placed, six to ten deep, on all sides of the cornfield, and five weeks after the roasting ear stage these should be carefully examined, and having been found to contain weevil should be harvested, keeping the husks on in this case, and should be fed immediately or else fumigated, as described later.

In harvesting it is thoroughly advisable to shuck the corn and store it dry if possible. Clean the storage bin thoroughly and as far as can be keep the different crops separate. In this way storage is started with a minimum number of insects and fumigation may be unnecessary.

For fumigation a special bin is advisable to be most efficient and economical and this should be made air tight with a stiff paper lining glued to the walls. Calculate the number of cubic feet in the bin and use from 5 to 8 pounds of carbin disulphide per 1,000 feet for an air tight room, up to 20 to 25 pounds for more open bins. The liquid is poured directly on the corn, effecting no injury either as food or for seed. Cost averages only a fraction of a cent a bushel. Fumigation is a real step towards true economy and will certainly affect a saving in the South of a vast amount now annually wasted.

WEED LOSS IN THE NORTHWEST

The report of the State Conservation Commission recently submitted to the Wisconsin Legislature states that the present laws for the eradication of weeds are almost obsolete. A special investigation made for the Commission by H. H. Howard of Wau-pun, Wis., developed the fact that in twenty years the loss from dockage on small grains delivered to the Minnesota elevators, amounted to nearly \$70,000,000.

In 1912, there was shipped into Minneapolis from North and South Dakota, eastern Montana and Minnesota, nearly 1,000,000 tons of weed seed and trash, that was deducted after grading, from the amount of grain shipped. This does not take into consideration the large shipments made to Duluth, Milwaukee and other points. It is estimated that the farmers of the Northwest have paid more than \$4,000,000 during the past year for freight on weed seed and trash.

Pottawatomie County is aspiring to the position of most profitable Iowa popcorn producing county. A crop of 900 bushels raised last year on 37 acres netted the producer \$1.50 a bushel.

NEWS LETTERS

[Special Correspondence.]

INDIANAPOLIS

BY F. J. MILLER.

The office of the Farmers' Elevator Company at Columbia City was broken into and all of the company's books taken. Some lodge books on a desk were not molested and a sum of money in a drawer was not touched, so that robbery evidently was not the motive. W. R. Owens, manager of the company, discovered the robbery and refused to enter the office until other officials arrived. It is believed that the robbery was committed with an idea of hurting the company's standing, as the loss of the books made it impossible for the directors to make their annual report in time.

George Grenert and Frank Bowers, two St. Joseph County farmers who were recently indicted for a series of rate frauds in hay and grain transactions, pleaded guilty in South Bend and were fined \$50 and costs each. The fine was suspended during good behavior.

Indianapolis grain shippers and men in many other lines of business who sent freight over the Vandalia lines, west to the state line, may be able to recover an average of 33 1/3 per cent of the money they paid between June, 1907, and June, 1909, under a ruling made in the Superior court. The ruling was made in a suit filed by the public service corporation against the Vandalia to enforce an order for rate reductions made in 1906. Whether shippers will make an effort to recover is uncertain, as they must do so in separate actions.

Philemon B. Wood, age 84, who had lived in Connersville nearly half a century and was prominent in the grain and elevator business, is dead. He was treasurer of the Warren lodge of Masons in Connersville for forty-seven years.

L. M. Archer, an employe of the Acme-Evans mill, was the victim of a peculiar accident. While wiping the floor he was struck in the face by a cloth which had caught in a belt. He was taken to a hospital for treatment and it was reported that the injuries to his eyes and face were not of the sort to cause permanent trouble.

H. E. Johnson, R. R. Rockwell and C. B. Rockwell, of Goshen, have formed The American Hay Company, capitalized at \$10,000, to deal in hay, grain and feed.

Solomon Tracy has been appointed receiver of the Shirley Grist Mill Company at Greenfield and will operate the plant until it is sold.

Aubrey C. Wilkinson, age 44, who was in the grain business near Knightstown, is dead. He leaves a widow, two children, a father, a brother and two sisters.

Charles E. Maloney of Muncie, a grain dealer prominent in the affairs of the Eastern Indiana Grain Dealers' Association, died at his home recently. He is survived by a widow.

William A. Berry, of Huntington, who has operated a feed business and stable for many years, and who was prominent in Masonic circles, is dead.

The marketing of hay and grain has increased as the farmers have completed their spring work. The first effect was to bring down prices slightly. Barned timothy dropped 50 cents a ton.

Fire destroyed the Knox flour mill and elevator at Knox, with a loss of \$25,000. The insurance was \$10,000. The origin of the fire, which destroyed an adjoining lumber yard and several loaded freight cars, is unknown.

Two dangers have threatened the Indiana crops during the last month—drought and the Hessian fly. Corn has been very slow in coming up, although rains which fell the first week in June did something toward saving them from utter destruction. Much wheat has been heading and in a sensitive stage at the time when unfavorable weather conditions developed. Oats have already suffered considerably in some sections. The Hessian fly is not at all widespread in Indiana, at least for the present, but it has been reported from several places and the sum of damage sustained will be large. Many fields in Parke County have been at-

tacked and have dwindled away rapidly. Others in the same district have survived. One farmer living near Columbus said that he did not expect his wheat to average better than six bushels to the acre. Some traces of the fly have been discovered in Davies County. Most of the damage appears to be in the western counties.

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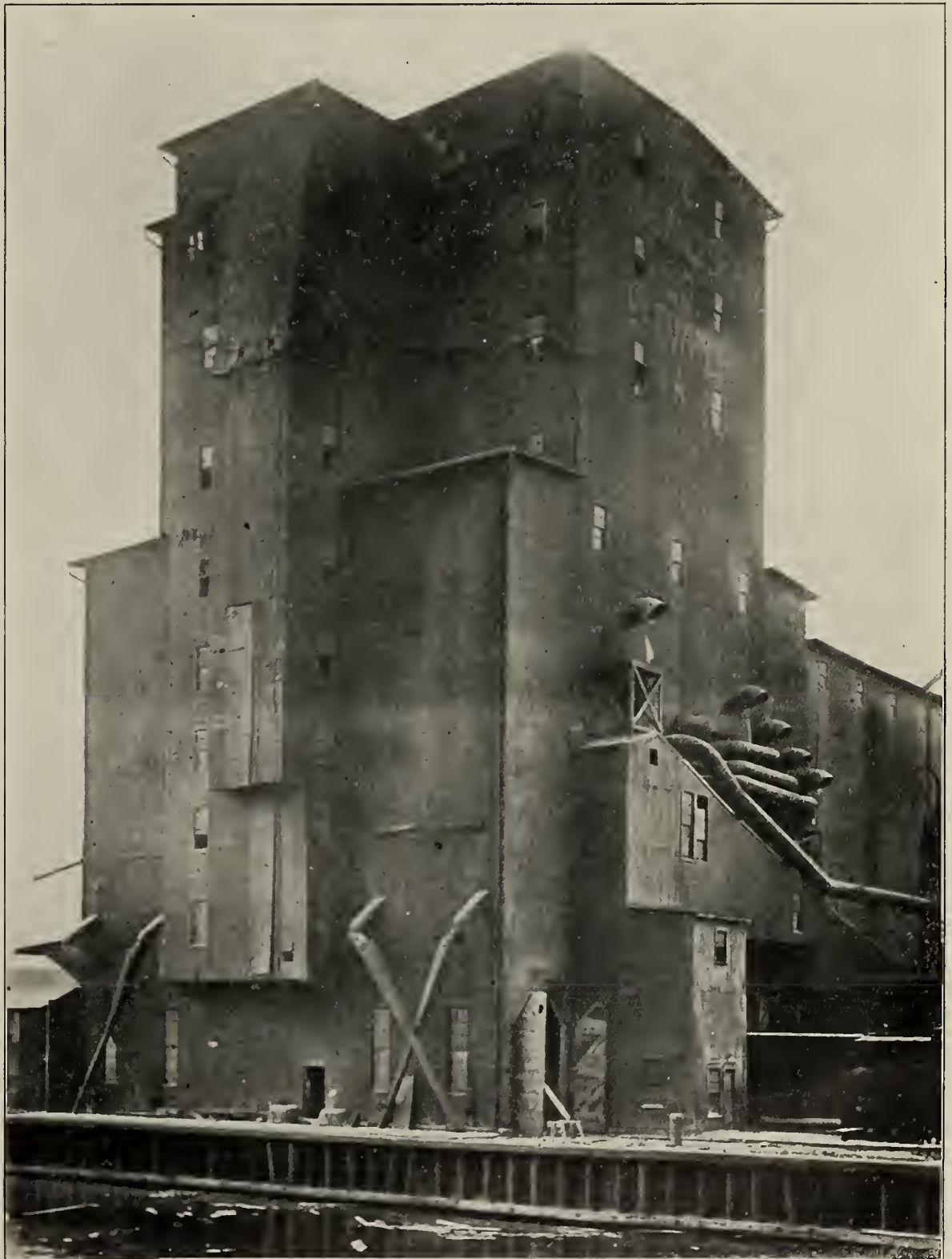
Two tickets were nominated for the election of officers of the Indianapolis Board of Trade June 8, but both agreed on the principal officers, who were elected as follows: President, Adolph J. Meyer; vice-president, George H. Evans; treasurer, Tom

tholomew and Marion Counties, looking over the wheat fields. He found conditions fair in the northern section of Morgan county and excellent in Johnson. Some fly damage was noted in Bartholomew but little in Marion.

CLEVELAND

BY JOHN D. RARIDAN.

This is the story of the elevator which was destroyed by fire—but isn't. When the big million-dollar fire swept the "flats" several weeks ago two lumber yards were wiped out, fifty railroad cars and part of a circus train destroyed and all first reports had Elevator A of the Cleveland Grain Company in ruins. Fortunately, the elevator is situated across the Cincinnati Slip, Cuyahoga River, out of the path of the flames. One side was burned slightly, however, and for a time it appeared that the elevator might be entirely destroyed. Firemen played stream after stream of water upon the elevator. There were 500,000 bushels of grain in stor-



ELEVATOR A OF THE CLEVELAND GRAIN COMPANY, CLEVELAND, OHIO

Oddy. The Governing Committee of the Board has voted to take out membership in the National Industrial Traffic League and the traffic manager of the board, R. R. Hargis, will represent the Indianapolis organization. Fred W. Scholl has been elected to membership on the Board.

* * *

The D. G. McFadden Grain Company of Ridgville has been incorporated with a capital stock of \$20,000. The directors are D. G. McFadden, W. T. Palmer and J. C. Palmer.

* * *

William W. Suckrow, of the Suckrow Milling Company, of Franklin, has returned from an extensive auto trip through Johnson, Morgan, Bar-

age at the time but only a little of this suffered. All damage to the elevator has been restored.

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Grain dealers in this section of the state feel a disappointment in the season's slackness. Business is running considerably below the average, it would seem from reports, though prospects are bright. Dealers place no particular blame for the existing condition but feel that most of the difficulty has arisen through a late lake season.

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Grain tonnage on Lake Erie continues extremely light and while present prices are said to be very low few offers are being made for transportation and there seems slim prospects for improvement in the

near future. Some spot figuring has been done on small cargoes, some as low as one cent from Ft. William to Buffalo. Negotiations also were reported to be in progress for a small cargo at 1½¢ from Duluth to Ohio points, between July 5 and 20.

Judge J. M. Broderick of Bellefontaine appointed a receiver for the Johnson & Johnson Elevator Company of Lewistown. The Farmers' Bank secured judgment on a note for \$7,000.

The Young Grain Company has been incorporated for business at Toledo with a capital of \$25,000. Jesse W. Young, Charles W. Mollett, Oliver Randolph, C. L. Cronebaugh, John Hance, S. S. Urfer are the incorporators.

[Special Correspondence.]

MILWAUKEE

BY C. O. SKINROOD.

The Board of Directors of the Milwaukee Chamber of Commerce at their next meeting will give formal approval of the new government corn grades which will go into effect under order of the Department of Agriculture at Washington, July 1. Some of the grain men say they realize that the measure is to be taken by executive order and that any objection at this late day would be futile. On the other hand, some of the Milwaukee grain men believe that the new grades will not disturb trade appreciably and that many benefits will flow out of the new regulation of corn grades by federal edict.

"It seems to me," said Secretary Plumb of the Milwaukee Chamber, "that under the proposed plan of Federal grain inspection the trade must be helped by having uniform grades all over the country. When inspection is under the control of a nation wide authority, greater facility in trade and greater ease of making long distance shipments must be inevitable. But if the plan is carried out at Washington of having double inspection by giving appeal on grain grades to the Department of Agriculture, there will be little benefit in the plan. The Milwaukee grain handlers want the Federal inspection at the point of sale or shipment to be supreme. If the grain seller must take the chance on having the grading of his grain changed, say at the seaboard, he must allow a much larger margin in price which means an economic loss and waste in doing business. On the other hand, there is no reason why the first inspection should not be as accurate and as reliable as any that can be made and the first inspection and determination of grades should be allowed to stand. If the grading at any city is found unsatisfactory, the Federal supervision can correct it. The personal element in making inspections would enter into the second grading and would pave the way for all kinds of squabbles and disputes and delay grain trades. This would be the case if the Department of Agriculture had the power to accept appeals on grading."

The Milwaukee market had 1,042 cars of grain for the week closing June 6. This is considered an exceptionally good showing during the summer when trade in grain is usually slack. This has been due to the enlarged receipts of corn and to some extent, of oats. The barley business has not increased greatly at this market. Neither rye nor wheat have shared particularly in this advance in trade.

Much of the corn is now grading not more than 13 to 13½ per cent moisture which is an exceptionally dry condition for corn so far as moisture is concerned. Considering moisture test alone, much of this corn is grading No. 1. Oats grading shows the presence in many instances of black and discolored oats. While the major part of a car is such as to grade No. 2 or standard, the high grading is often reduced because of the pernicious black oats which drags the grading down to a lower level than it would otherwise have.

"There seems to be little demand from distillers these days for rye," said W. P. Bishop, who is at the head of the publicity committee of the Milwaukee Chamber of Commerce. "I do not know whether the distillers are afraid of the increasing strong dry wave which is sweeping the country, but the fact remains that they are not buying rye liberally. They are almost out of the market. As a consequence the price of rye has dropped from 1½ to 2 cents per bushel for the week ending June 6 and there seems to be little demand for rye even at the reduced price. The country is swept pretty clean of rye and not much is left to ship to primary markets."

Milwaukee has been enjoying a fine trade in corn for several days. For a time Kansas City and Omaha and several other Western markets were getting the maximum portion of the grain shipments. But now that section of the country seems

to have the demand filled and the corn is heading farther east and especially toward Milwaukee. This has also been due in part to the premium on prices offered here, the Milwaukee quotations being relatively higher than other markets. Some of this corn has been for the local demand but a large part of it has been for shipment to the East, where it went into competition with the liberal shipments now being offered from Argentina. The corn market is holding strong and the receipts seem to be well absorbed. The oats trade has also increased appreciably at Milwaukee for the last few days and prices have held up well. Much of this grain has been absorbed for local trade and very little has been left for shipment to Eastern points. Maltsters need more barley and there is not much in the market to satisfy their needs. Despite the advance of some two cents per bushel for the week there seems to be an opening for all that is offered. Maltsters will have to pay still more if they are to get the supplies required. The last year's crop is almost all marketed so that no large increase in trade can be looked for even if the prices are made increasingly attractive. Further advances in the market need not prove any surprise to the trade.

Milwaukee flour production for the month of May is somewhat reduced, the total for April being 60,511 barrels and for May 57,576 barrels. This registers a decrease in the demand for the Milwaukee product. Recently the flour mills of Milwaukee have not been operating regularly, some weeks the mills running at 56 per cent of the weekly capacity of 22,000 barrels, and other weeks, the product ranged as high as 18,000 barrels, which is equivalent to running the mills at 81 per cent of capacity. This indicates some irregularity in the operation of local mills.

The rate of advances on grain trades was again fixed at 5 per cent for the month of June, a low rate which has prevailed for several months and which is indicative of ease in money rates at Milwaukee and other grain markets at the Middle West.

The Interstate Commerce Commission has notified the freight bureau of the Milwaukee Chamber that a hearing will be held here June 16 at 10 a. m., before Examiner Henderson, in the complaint filed against the Soo Line, for alleged discrimination in the rate on barley from Minneapolis malted in transit at Milwaukee for St. Louis, as compared with the present arrangement at Manitowoc.

The following table compiled by the Secretary of the Milwaukee Chamber registers the total grain trade at Milwaukee from January 1 to June 1 in 1914, as compared with the same months in 1913. Wheat and corn trade fell off but a distinct gain is recorded in five months in the oats trade. The figures are as follows:

	1914, bushels.	1913, bushels.
Wheat	2,038,000	2,859,000
Corn	4,593,000	5,227,000
Oats	6,640,000	4,597,000
Barley	6,424,000	8,217,000
Rye	959,000	1,203,000
Totals	20,655,000	22,104,000

The Interstate Commerce Commission has notified the manager of the traffic bureau of the Milwaukee Chamber that a hearing will be held July 10 at the United States court rooms, Milwaukee, before Examiner Brown to consider the switching rates at Milwaukee on the Chicago, Milwaukee & St. Paul Railway. This case is of considerable importance to the Milwaukee grain trade and to general shippers as well. The Interstate Commerce Commission upheld the proposed increase in break bulk rates, domestic and import on grain and grain products from Milwaukee, Manitowoc and Kewau-naw, Wis., to the Eastern seaboard. Present rates are one cent per hundred pounds less than the all rail rates and under the decision of the commission, rates via the Pere Marquette line of steamers in connection with the Pere Marquette railroad will now be advanced to the all-rail rates.

George W. Shepard is one of the few Milwaukee grain traders who is not bearish on the present outlook for an enormous crop of wheat. He takes the stand that the increased per capita consumption of bread, the increasing population and the prospects for a good foreign demand for wheat will be sufficiently large to absorb any surplus supplies of wheat which are likely to develop from such an abundant crop.

The Chamber of Commerce Committee consisting of W. P. Bishop, E. C. Wall, E. J. Furlong, P. P. Donahue and S. G. Courteen had made elaborate plans to entertain the governors of all the states in their June visit at Milwaukee. But the entertainment plans are now held in abeyance by the adjournment of the conference until November. The political situation is so animated in many states

that the governors are unable to get away to hold reform sessions in the interest of uniformly good state government.

Wallace M. Bell has returned from an extended vacation at Hot Springs, Ark. He usually makes a trip of this kind every winter or spring to accumulate enough health and strength to last him all the rest of the year.

A. A. Breed, chief inspector and weigher of the Milwaukee Chamber, entertained all the members of his staff at a party at his residence. Mr. Breed has for a number of years had his employees meet with him to discuss various methods of maintaining a high standard of service and this procedure has proved to be a decided success.

The Board of Directors of the Milwaukee Chamber appointed the following Committee on Commerce and Manufactures for the year 1914-1915: D. G. Owen, Patrick Cudahy, E. J. Lindsay, F. C. Reynolds, G. J. Zimmermann, Washington Becker, W. H. Dodsworth, F. W. Kellogg, Loyal Durand, Calvin E. Lewis, F. H. Magdeburg, H. F. Whitcomb, John F. Kern, Gustav Pabst and A. G. Bodden.

The Wisconsin Railroad Commission issued an order permitting the Chicago, Milwaukee & St. Paul Railroad to make the new Milwaukee switching rates effective June 15 instead of May 15, as first announced.

The Milwaukee Chamber of Commerce will be represented at the Council of Grain Exchanges in Buffalo June 15 and 16 by P. P. Donahue, who retired recently from the presidency of the Milwaukee Chamber and by A. R. Templeton of Johnstone and Templeton. Some of the biggest grain men in the country are scheduled to attend this meeting, according to Milwaukee grain men.

Reports of the E. P. Bacon Company from Kimball and Mitchell, S. D., are to the effect that the grain prospects in that portion of the state have never been better than this year. This is important Milwaukee grain territory.

The Donahue-Stratton Company announced that Elevator A along the tracks of the Chicago, Milwaukee and St. Paul Railway was closed for two weeks from May 18 nearly to June 1 for necessary repairs.

The Milwaukee Chamber of Commerce has continued its membership in the Chamber of Commerce of the United States for another year beginning May 24, 1914. Secretary Plumb has taken a most active interest in the National Chamber, assisting the organizers of the National body in obtaining many of their members in the Milwaukee fields. Ex-president P. P. Donahue is likewise an ardent supporter of this national body of representative business men.

E. P. Bacon, veteran grain trader and citizen of Milwaukee, who has taken a strong interest in many projects for the civic and national welfare, was the Milwaukee representative of the Chamber at the Lake Mohonk, N. Y., peace conference from May 27 to May 29.

The Milwaukee Chamber of Commerce committee on trust bills composed of W. P. Bishop, G. J. Zimmerman and A. K. Taylor approved of all but one of the seven resolutions proposed by the Chamber of Commerce of the United States. The general trade commission bill was approved but a suggestion was made that this trade body be given power to let business men know when they are acting within the trust law.

The crop report issued by the Milwaukee Weather Bureau gives an unusually favorable showing for all of Wisconsin. Winter wheat was reported in excellent condition and rye headed out several days ago. Prospects for the hay crop and for fruits, vegetables and other special products are the best the state has ever known, according to the weather bureau crop experts.

The Milwaukee road will build a new dock house in Milwaukee, and the Chicago Racine and Milwaukee, and the Northern Michigan Steamship Lines will also erect 300 feet of dock warehouses.

The Chamber of Commerce of Superior, Wis., has appointed a committee to investigate the matter of bringing about a lower rate of taxation on grain stored in Wisconsin elevators. Owing to the report of heavier taxes in Wisconsin some tendency has been reported of storing grain in Duluth rather than in Superior. A remedy for this difficulty will be sought.

Milwaukee grain traders are taking a keen interest in the new Lever Bill by which help will be given for agricultural extension work in Wisconsin

and other states. The amount available for this valuable instruction will start with \$500,000 a year apparently and later the total will range as high as \$4,000,000 a year. This is regarded as one of the most momentous laws that congress has ever passed and will have far reaching returns in promoting higher grain yields.

[Special Correspondence.]

KANSAS CITY

BY MURRAY E. CRAIN.

The several recommendations made by James T. Bradshaw, Missouri state warehouse commissioner, in his first annual report, form a big topic for conversation in Kansas City grain circles at present. A number of important changes were asked by Mr. Bradshaw, who gave ample reason for each. Chief of the measures to be enacted, if the State Warehouse Commission's plans are followed, will be one requiring the railroads to collect inspection fees. Under the present system cars often are moved before the state inspectors discover the identity of the owner or consignee of the grain. Many fees have been lost in this way. Railroads, it is planned, will be required to include the fee in their charges, and will later turn this over to the inspection department. Mr. Bradshaw also wishes the repeal of the law whereby only elevators with a capacity of 50,000 bushels may be classed as public elevators. He will ask further the inspection of hay, which, it is said, is badly needed. This work will be handled by the Missouri grain department. Mr. Bradshaw already has equalized the grain charges at St. Louis, Kansas City and St. Joseph, making the charges for inspections uniform in each instance. Several thousand copies of his report have been mailed to millers, grain men and others interested. The report, as Mr. Bradshaw pointed out, is the first of the kind to be issued. The grain inspection department formerly was handled by the Railroad Commission, and naturally failed to receive the attention to which it was entitled.

Preparations for handling the big grain crop of Kansas and adjoining states are being rushed through, not only in Kansas City, but in other sections of Missouri and Kansas. The additions to the Milwaukee elevator and the Kansas-Missouri elevator near Kansas City are being rushed. The Aylsworth-Neal-Tomlin Grain Company, operating the Murray elevator, also has begun work with the intention of increasing the capacity by 1,000,000 bushels. The Burlington elevator recently opened at St. Joseph, Mo. A number of elevators are going up at various points in Kansas. The Plains, Kan., Equity Exchange, the Farmers' Elevator & Produce Company at Nettleton, Kan., the Shalla-barger Milling Company of Trenton, Kan., and the C. E. Robinson Grain Company at Latimer, Kan., are among Kansas concerns which are speeding work on new storage tanks. The Alva, Okla., Roller Mills Company also has started an elevator. Indications, therefore, are that the wheat crop will find plenty of accommodations.

The Wilser Grain Company is the latest addition to the Kansas City Board of Trade, succeeding F. O. Cunningham on the exchange. The new company is composed of C. B. Wilser and E. D. Fisher, both of whom were with the E. D. Fisher Commission Company. The latter, however, will be continued as in the past. Mr. Wilser spent several years with the Fisher Commissioner Company, being at Dakota, Kan., during the major portion of that time, and also acting as traveling representative. The company will be located at 603 Board of Trade Building as soon as alterations in the offices are completed.

The Kansas City, Clay County & St. Joseph Railway, an electric road running between Kansas City and St. Joseph, Mo., is collaborating with the Chicago & Great Western Railway on a joint grain tariff to be issued in the near future. The electric line, with high grade equipment, has secured much of the grain business to and from St. Joseph, and is a factor of some importance in the movement of grain between the two cities.

The Peirson-Lathrop Grain Company, one of the best known on the Board of Trade, has filed articles of incorporation, and will be conducted as a corporation instead of a partnership in the future. The company's capitalization is fixed at \$25,000. Incorporators are A. R. Peirson, W. B. Lathrop, E. H. Sullivan, R. E. Lathrop and I. L. Peirson. The capital stock is fully paid up.

Grain men on the Board of Trade have missed a familiar face recently, as the result of the death of John McNickol, who was a watchman at the exchange for nearly a quarter of a century. McNickol came from Ireland twenty-seven years ago, and went to work as watchman about three years later. He knew every grain man and employe in

the building, and was on intimate terms with the financiers who make the Board of Trade their headquarters.

J. C. Mohler, for several years past assistant secretary of the Kansas State Board of Agriculture, has been appointed to succeed F. D. Coburn, veteran secretary, who will retire from his active career on July 1. Frank McFarland will be promoted from chief clerk to assistant secretary, the only change of importance, therefore, being the retirement of Mr. Coburn, who has been the friend of agriculturists and grain men for more than a score of years.

A meeting of the Public Utilities Commissions of Kansas and Oklahoma was held at Wichita, Kan., on June 10 and 11, in conjunction with a gathering of millers and grain men, to discuss methods of facilitating movement of the wheat crop. Members of the commissions reported that the railroads were doing their utmost to handle the situation satisfactorily, rushing all the available cars to the wheat section. However, much co-operation from growers will be required if the crop is to be handled with any degree of rapidity and satisfaction, as the railroads can hardly be expected to solve the problem alone. The commissions have issued requests to shippers and consignees to rush matters. It is, however, chiefly up to the consignee to expedite movement of cars by unloading as quickly as possible.

The Thomas Page Milling Company, of Topeka, Kan., is not satisfied with the erection of its new elevator at Norris and Monroe streets. As soon as this structure is completed, the company will erect another at Manhattan, Kan. A \$15,000 elevator is provided by the plans. The capacity will be about 75,000 bushels.

April inspection receipts in the Kansas department aggregated \$1,967, movement of grain being comparatively light. Kansas City, Kan., as usual, was well down in the list, the Board of Trade and the Missouri inspection bureaus on the Missouri side continuing to do most of the work. Wichita, Kan., topped the roster, receipts at that point being slightly more than \$500 for the month.

[Special Correspondence.]

TOLEDO

E. F. BAKER.

Ohio will have a glorious harvest this season according to present reports on the crop outlook. The hay harvest is exceptionally good this season as the weather has been highly favorable and a good acreage was planted. Wheat is looking better than is often the case at this season of the year and a 30,000,000-bushel crop is being looked for. Corn is looking splendid and promises a wonderful crop. Some of the corn owing to drouth in some sections and to heavy rains in others had to be replanted, but there was plenty of time for the replanting and the plants are looking fine and a big crop is looked for. The oats has suffered somewhat but for all that it is estimated that there will be a 40,000,000 bushel crop to harvest.

The movement on the local market is about normal save for the fact that wheat has had to be offered down in order to attract buyers and there is some export business being done for the first time in many seasons. The prospects for a 150,000,000-bushel crop have not the tendency to boost price particularly. The shipments have been fairly heavy during the past week when 1,496,700 bushels of wheat were shipped out of Toledo, much of it going to the smaller interior mills of the state and some of it going out of the country as export cargoes. Corn shipments were 8,000 bushels and oats 9,100. Wheat receipts for the week amounted to 7,000 bushels and corn receipts to 148,800 bushels, a hundred cars of corn having been brought in from Chicago owing to the inability of local mills to secure corn from the local district. The oats receipts for the week amounted to 52,800 bushels. The corn receipts are very light as there was a big shortage last season and the Argentine corn has not come in as rapidly as was expected under the new tariff regulations. Most of the local mills are running at about half capacity although a few are reported as running at full capacity. There seems to be plenty of stock to take care of the mills and there is a fair demand for their products.

Bumper crops of corn and wheat are being predicted for Hancock County. The oats crop suffered somewhat from the heavy rains earlier in the season and are spotted in places with short bleached sprouts or the sprouts have failed to break through the baked crust the result of the scorching sun which followed the rains and dried up the ground. Most of the corn has now been planted and in many instances the oats field were replanted to corn the owners preferring a good crop of corn to a poor

crop of oats. The hay crop is expected to surpass that of other seasons as the weather conditions have been especially favorable.

The young editor of the *Leipsic Free Press* recently paid the judgment of the court in the recent libel suit brought against the paper by A. P. Sandles, editor of the Putnam County Sentinel, and secretary of the State Agricultural Commission. Sandles sent the money to Mrs. W. W. Smith, mother of the editor, who is part owner of the plant, but was not responsible for the publication of the libel.

The proposed trip of 5,000 Ohio corn boys to the state fair at Columbus, the first week in September, has been declared off as the state board of health advised against bringing such a large company of boys on account of the difficulty in providing a proper sanitary camp for them.

Many Miami County farmers have replanted their corn owing to the drouth which threatened the crops. Much seed corn failed to come up but the replanted fields are said to be doing splendidly and farmers are expecting more cornstalks than can conveniently grow together.

David M. Arndt died recently in Germantown, Pa., after an illness of ten days from pneumonia. Mr. Arndt, who was aged 81 years at the time of his death, was well known in the grain business in former years, having been engaged in that business in Adrian, Mich., and in Sandusky, Ohio.

C. A. King & Co., shipped the first cargo of wheat from this harbor for the year, recently, when 100,000 bushels of No. 2 red wheat was consigned to eastern millers on the steamer Griffin.

The Toledo Produce Exchange has adopted the government corn grades to take effect July 1.

The Ohio boy who succeeds in growing the most corn on one acre in each county in the state will be given a free scholarship in the College of Agriculture at Columbus in addition to the trip to Washington. The cash value of the scholarship is \$60.

At the May meeting of the Miami Valley Grain Dealers' Association held at Dayton, Ohio, it was determined to discontinue the practice of lending grain sacks to farmers in which to convey grain to the elevators and other shipping points. The dealers claim that the best way to haul grain is in bulk in the wagon box and they also object to losing the bags which cost 22 cents each and which many farmers forget to return. J. E. Wells, of Sidney, Ohio, is president of the Association and E. T. Gustenborder, of Sidney, is secretary.

John Barrett, of the Chicago Board of Trade, was a recent visitor at the office of C. A. King & Co. Mr. Barrett has been making a tour of Ohio and Indiana and reports that he never saw better wheat. Oats need rain.

The Young Grain Company, a recently organized concern, has opened up offices on the fifth floor of the Produce Exchange building. The concern is an incorporated company with a capital stock of \$25,000. The incorporators are Jesse W. Young, Charles W. Mollett, O. W. Randolph, William H. Haskell and H. H. Frey. Jesse Young, president of the concern, was for five years with the Toledo Grain & Milling Company. He has also been associated with a Chicago firm and with the Paddock-Hodge Company of Toledo. Mr. Mollett is also well known in Toledo, having been in the grain business here for a number of years. He is also looking after a good many country elevators and is the operator of a meal and feed mill at McClure, Ohio, at present. The other members of the new firm are almost equally well known in the trade.

John W. Luscombe, of Southworth & Co., is spending a few weeks in Atlantic City and other eastern points.

The northwestern Ohio dealers are planning a "get-together-before-harvest" meeting in Toledo to take place June 23. Matters of general interest to grain men will be discussed.

Henry L. Goemann expects to remove his offices to Mansfield about the first of July.

Harry Devore and George Woodman have returned from a trip through Ohio in Mr. Devore's new automobile. They report crops looking splendid.

Charles Keilholtz and Robert Burge were members of the trade extension tour taken by the Wholesale and Retail Merchants' Board of the Commerce

Club through 30 Northwestern Ohio counties. They were well received by the trade in the cities visited and given a warm welcome.

DULUTH

BY S. J. SCHULTE.

Receipts of all grains at Duluth and Superior elevators are being remarkably well maintained for the season. This is due to the active cash demand for wheat and coarse grains and to a continuation of the liberal export inquiry noted a month ago.

This export trade has been a factor at almost every session of the Board of Trade of late, and that, in conjunction with the improved Eastern milling call, has brought about a strong market situation in old grain at this point. Stocks of spring wheat in the houses here are now down to less than 3,000,000 bushels, of which the great bulk has been already disposed of for future shipment. It is in fact estimated that supplies of free No. 1 northern wheat here at the present will not aggregate more than 1,000,000 bushels. This situation accounted for cash wheat commanding as high as 4 cents over Minneapolis last Saturday, and with considerable stuff bought to arrive, it led to a rush of grain here this week. As the situation is now, operators are discussing the possibility of a movement in wheat developing from Minneapolis to the Head of the Lakes for Eastern shipment.

Another noteworthy feature that has cropped up of late is the movement this way of a large tonnage of corn from many sections of the Northwest, and more especially from over territory served by the Omaha Railroad. It is going into store in the Itasca Elevator for future shipment. This is the first time that the handling of corn has developed here at this season.

The contract for the rebuilding of the Belt Line Elevator working house, destroyed by fire in the spring, has been let by the Cargill Elevator Company to the Barnett & Record Company. The contractors are now engaged upon the job which is to be completed by September 15 next. The elevator management would have liked to erect a plant of fireproof construction, but owing to the short time between now and the beginning of the new season's grain movement that would have been impossible. The structure is therefore to be of frame, but it is designed to be a modern and fast grain handling house with a capacity of 400,000 bushels.

In expectations of a heavy traffic here this fall, in view of the prospective bumper grain crop in the Northwest this season, all the local elevators will be thoroughly overhauled during the next few weeks so that they may be in shape to take care of the movement. Elevator men are sanguine that the record of 1912-13 will be excelled during the coming season. That, it is thought, will be brought about through operators here reaching out into new territory, attributable to the readjustment of freight rates. Though these rates were effective last year, Duluth grain dealers did not reap the full benefit of them by the reason of the comparatively light crop in South Dakota and that with a moderate spring wheat yield in the four Northwestern states, Minneapolis millers bid up for supplies and drew a larger proportion of the grain their way. With every prospect of a large exportable surplus that condition is thought likely to be reversed during the coming season.

Houses in the trade here are also sanguine of increased receipts of oats and other coarse grains from over the Canadian Northwest and Duluth operators with Winnipeg connections are making arrangements accordingly. Marketings of Canadian oats at Duluth during the present crop attained large proportions amounting from August 1 up to the close of business yesterday to 3,167,961 bushels as compared with 1,536,779 bushels up to the corresponding date a year ago.

With a view to affording an object lesson in methods of inspecting and handling grain at this point, the executive of the Duluth Board of Trade has arranged to entertain grain dealers of Minnesota, North and South Dakota and Montana, on Tuesday and Wednesday, June 30 and July 1. The visitors will have explained to them all the details connected with the marketing of grain from its receipt on the tracks at the terminals to its sale on the Board. The program of entertainment mapped out will include a visit to the various elevators, a boat trip up the St. Louis River to the Minnesota Steel Company's blast furnaces plant and an informal dinner on the evening of June 30.

The marine situation remains in an unsettled state. Cargoes are being accepted for Buffalo delivery on a basis of $\frac{3}{4}$ cent a bushel. There is now little grain left for the bulk carriers to move and the bulk of the stuff is being taken down the lakes by the package freight boats. A full cargo of 300,

000 bushels of spring wheat loaded on a steamer on June 9 was the first of that aggregate in several days.

A heavy wind and rain storm May 25 caused some damage to elevator and milling property at Superior, Wis. The roof on one elevator was uplifted, entailing considerable loss. Mills and flour sheds suffered minor losses.

Temporary machinery has been installed at the Belt Line Elevator annex, and grain held there, amounting to about 140,000 bushels, is being moved out. The working house of this plant burned down about six weeks ago. Salvage of the wet and burnt grain is progressing favorably.

A Chicago cash grain house bought and shipped a cargo of 220,000 bushels No. 1 northern wheat here the last week in May.

The engagement of G. Herbert Spencer, vice-president of the Consolidated Elevator Company, Duluth, and Miss Jessica Marshall has been announced.

Total lake shipments of grain from Duluth to Eastern ports for the month of May aggregated 12,073,000 bushels, of which wheat comprised 8,546,000 bushels. To date this season the quantity so moved totals 16,776,000 bushels, compared with 24,066,000 bushels for the same period last year. To smaller stocks here this year at opening time and a later start is laid the shrinkage in amount shipped. About 7,800,000 bushels of grain still held in elevators to be moved out before the new crop arrives.

Screenings of any kind are not much in demand at the present time.

An action in equity in United States Court at Duluth has been brought by the Alsop Process Company of St. Louis against the Princeton Roller Mills of Mille Lacs, Minn. The company claims the mill people are infringing rights of the plaintiff under the Andrews patent for bleaching flour, and asks that it be enjoined from so doing.

To fill out loads, package freighters have come in the market for parcels of grain. The heavy stocks of flour and mill feed carried here early in the season have been reduced to a point where by steady handling they could be quickly exhausted. A rate of $\frac{3}{4}$ cent per bushel is made for all grain, Duluth to Buffalo.

PHILADELPHIA

BY E. R. SIEWERS.

Reflecting the sentiment at all of the Atlantic seaboard ports, the opinion prevails here that if the official grain standard as now designated under the Lever Bill is to remain intact, and United States or national inspection certificates on export grain, take the place of the Dominion official certificate on Canadian wheat shipped to this port for foreign delivery, it will virtually sidetrack Philadelphia as a grain-shipping center and export wheat port, and drive away a number of the big steamship lines from here that for years have been carrying the Canadian grain to foreign lands.

One of the strongest possible protests has been filed at Washington by the Commercial Exchange representing the export grain trade interests at this port, the document covering a dozen closely-printed pages, and President Louis G. Graff has just returned from the capital of the nation, where he presented the views of the grain men to the Congressional Committee and the heads of the Agricultural Department in the most complete and convincing manner, and with similar action on the part of the grain exchanges of Boston, New York and Baltimore it is the feeling of the best informed leaders of the export grain trade throughout the East that the national authorities should go slow, in regard to this matter, which is of great international importance as well.

Blended Canadian grain, sold abroad on that Government's certificate, formed the greater portion of the 23,000,000 bushels of wheat that were exported from Philadelphia during 1913. And with the completed big modern Girard Point elevator, and additional floating barges and elevators to be used exclusively at this port the increased future export grain trade anticipated will be only safeguarded if such radical changes in the manner of inspections are properly modified.

Lieutenant Harry Wolf, who for years has been in charge of the gate at the Fifteenth Street entrance to the Bourse, is still quite ill at his residence.

The Penn Grain & Feed Company of this city, whose plant is located at Thirty-second and Thompson Street, near the big breweries, was represented at the convention of the American Feed Manufacturers' Association held in Chicago. This concern

is doing a flourishing business in dried brewers' grain, which, as a cattle feed, is used to a considerable extent throughout the nearby dairy districts of Pennsylvania.

I. A. McCarthy, prominently connected with the Commercial Exchange for a number of years, and representing the Scandinavian Line of steamships which carry large cargoes of grain and flour from this port to Copenhagen, Antwerp, and other foreign points in Norway and Sweden, has taken an extended trip abroad for the summer months, accompanied by his wife, combining business interests with pleasure.

The traffic authorities at the headquarters of the Pennsylvania Railroad Company here have just announced that out of the 250,000 freight cars which the corporation owns and controls fully one-third of the total number are practically idle on account of dull trade. Why is this thus?

Oklahoma has made an urgent call upon the United Mine Workers of this state, and all of the labor employment agencies of this city, for all of the unemployed male help they can send there, as there are needed an army of 15,000 able-bodied men to assist in harvesting the bumper grain crop there, and engage in general work for the farmers during the entire season. Now what's the matter with Oklahoma?

The Quaker City Milling Company, with its headquarters at 143 Christian Street, has started in an active line of manufacturing a popular meal out of beans and peas, to be utilized in a variety of soup compounds, and the old flouring plant at Thirtieth and Market Streets, of which Samuel Bell is president, and its promoters, are wondering how their charter name can be bodily appropriated for a bean-crushing enterprise. There is some talk of an injunction for infringing upon the patent title.

Col. Zinn, of the United States Engineers, is pushing the work on the dredging of the 35-foot channel along the Delaware River from Allegheny Avenue along the river front of the port to the seaboard. It is already of that depth at mean low tide in many places.

George C. Shane, of Shane Brothers & Wilson, controlling large milling plants both here and in the West, is to be the treasurer of the Billy Sunday evangelistic campaign, which is being arranged for this city, where it is expected that thousands of indifferents will come forward and "hit the trail."

Gus Beitney, well known in the hay, feed and grain trade, who generally presides as a teller at the Commercial Exchange annual elections, and has done service on some of the leading committees, has been moving along the Rialto of late with slow and measured tread and occasionally sports a King George cane with the imperial crook handle. He is not just so young as he used to be.

Frank Richards, of the Commercial Exchange, a prominent dealer in flour and grain in West Philadelphia, has been putting his big modern automobile touring car into good use on Saturdays, and with his wife has been giving motor tours to their immediate friends, between this city and Asbury Park and other nearby sea-coast resorts in New Jersey.

President Alba B. Johnson, of the Chamber of Commerce, who took a very active part in the sessions of the National Foreign Trade Council recently at Washington, D. C., was named the chairman to name commissioners to the Foreign Commercial Congress, which will represent trade interests to the amount of \$40,000,000.

The Sixtieth Annual Report of the Commercial Exchange, which is now in the hands of the printers, will be ready for distribution by the middle of June.

The new harbor barge and floating grain elevator, which is to be used in the interests of the Philadelphia and Reading and Lehigh Valley Railroads, has been launched at the Harlan & Hollingsworth shipyards and work is under way to complete the big grain tower and its connections.

The U. S. Senate Committee, which has increased the appropriation for the first purchase payment for the Delaware and Chesapeake Canal, to \$2,225,000, in carrying out the project for the inland waterway navigation, will report the same at once for confirmation. This branch of the water route is expected to be of great advantage to the grain trade here.

At the meeting of the Hay and Straw Committee, of the Commercial Exchange, a number of reforms and new innovations were suggested by Chairman Huey that may be carried out during the summer.



ELEVATOR AND GRAIN NEWS

ILLINOIS

C. B. Clauden has disposed of his elevator at Fairbury, Ill.

Fred Falk has leased William Cliggitt's elevator at Oswego, Ill.

Construction work has begun on a new elevator at Sweet Water, Ill.

Weedman & Grady, of Farmer City, Ill., may install an automatic scale.

A new elevator has been erected at Lorenzo (R. F. D. from Wilmington), Ill.

The Seneca Grain Company has sold its elevator at Stockdale, Ill., to G. H. Weitz.

The Farmers' Elevator Company, of Princeton, Ill., has completed a new elevator.

The Burlington Elevator at Peoria, Ill., was closed several days last month for repairs.

Ponting & Denz, of Decatur, Ill., have sold their elevator at Minonk, Ill., to R. B. Stoddard.

The Center Lumber Company, of Burgess, Ill., will install an electric motor in its elevator.

The elevator at Hill Top (R. F. D. from Petersburg), Ill., has been purchased by F. C. Wilson.

Speer & Root, of Speer, Ill., contemplate the construction of a 10,000-bushel addition to their elevator.

The Farmers' Elevator Company, of Hartsburg, Ill., will build additional storage room on its elevator.

The cash grain business of the George H. Sidwell Company, Chicago, has been taken over by Logan & Bryan.

The National Elevator Company has leased the elevator at Filson, Ill., recently acquired by J. C. Koehn.

John C. Klein will build a fireproof elevator at Pekin, Ill., to replace the house destroyed by fire on April 29.

It is rumored that an elevator will be erected at Topeka, Ill., as the present house is of inadequate capacity.

J. A. McCreery & Son, of Mason City, are building an elevator at Hubly (R. F. D. from Sweetwater), Ill.

E. H. Reynolds is putting an oats purifier in the Halliday Elevator at Cairo, Ill. It will handle 6,000 bushels per hour.

The grain and coal firm of Heald & Duvall at Aledo, Ill., has been dissolved and Mr. Heald is now the sole owner of the business.

M. J. Kautz, who has managed the Suttle Elevator at Mt. Pulaski, Ill., for several years, has leased the house and will continue to operate it.

The office of the Flagg Center Elevator Company at Flagg Center, Ill., was entered by robbers on May 22, who secured a number of checks.

V. Dewein has wrecked his elevator at Heman (R. F. D. from Warrensburg), Ill., and expects to build a 25,000-bushel house on the site.

Edward Haugens is planning to build a new elevator at Evans (R. F. D. from Wenona), Ill., to replace the house destroyed by fire last April.

Pink Fowler is building a new elevator at the Kirkpatrick switch, about eight miles south of Macomb, Ill., where a new town will be located.

A. P. Eaton, recent manager of S. W. Allerton's elevator at Allerton, Ill., has leased the house for five years and is operating it on his own account.

J. A. and H. C. Tenhaeff, of La Prairie, Ill., have awarded a contract to the Burrell Engineering & Construction Company, of Chicago, for a new 10,000-bushel elevator.

The windows in the grain office of the Baker & Jones Company at Manhattan, Ill., were recently demolished by means of large stones, apparently the work of mischief makers.

The Burrell Engineering & Construction Company, of Chicago, is remodeling the grain elevator of William Wheeler at Melvin, Ill., and making it thoroughly modern as a grain handling house.

P. W. Walsh has sold his elevator at Symerton, Ill., to Wm. Murray, of Champaign, Ill., and possession to be given on June 15. Mr. Walsh retires from the grain business to engage in scientific farming and stock raising. Mr. Murray has disposed of his former elevator at Symerton to the former owner,

A. H. Hilton, who has taken possession of the house he built more than 25 years ago. Mr. Murray's son will operate the elevator recently purchased.

The E. B. Conover Grain Company, of Springfield, Ill., has purchased the commission business of C. W. Cooper & Co. at Decatur, Ill. L. C. Parkhurst, who has been with the Conover Company at Springfield, will have charge of the Decatur business.

Geo. D. Montelius & Co., of Piper City, Ill., have placed a contract with the Burrell Engineering & Construction Company, of Chicago, for a new 75,000-bushel concrete elevator. It will be equipped with two stands of elevators, a 3,000-bushel automatic scale and two dumps.

S. W. Strong, secretary of the Illinois Grain Dealers' Association, reports the following changes in the ownership of elevators: The Davis Grain Company, of Galesburg, Ill., has succeeded the La Rose Grain Company at La Rose; the Farmers' Grain Company has succeeded W. W. Schumacher at Elwood; the Central Illinois Grain Company, of Ashland, has engaged in business at Hill Top; W. C. Brokaw has succeeded J. H. Dole & Co. at Mendota; W. C. Brokaw has succeeded J. M. Ennes at Clarion; Bader & Co., of Vermont, have succeeded J. H. Dole & Co. at Arlington; W. C. Brokaw has succeeded J. H. Dole & Co. at Meriden; S. A. Hayward has succeeded the F. J. Davis Grain Company at Tremont; S. A. Hayward (Tremont P. O.) has succeeded the F. J. Davis Grain Company at Menert; the Baker Elevator Company has succeeded J. V. Griggs & Sons at St. Francisville; the Seneca Farmers' Company has succeeded the Seneca Grain, Lumber & Supply Company at Seneca; Mark T. Welsh has succeeded the Farmers' Elevator Company at Langham (Waupeonsee P. O.); A. P. Eaton has succeeded the S. W. Allerton Grain Company at Allerton; J. G. Holderman has succeeded L. T. Hutchins at Milford; Rosensteel & Co. have succeeded W. C. Ollman at Stillman Valley; A. L. Colton has succeeded John Redmon at Cortland; the Jenkins Grain Company has rebuilt its elevator at Jenkins; the Horner-Outlaw Grain & Coal Company has succeeded Outlaw & Tuttle at Saybrook; Singleton & Merritt have succeeded Merritt & Wierman at East Lynn; the Farmers' Elevator Company has succeeded N. N. Hettinger at Secor; F. E. Sharp & Son have succeeded J. R. Craig at McCall (Ferris P. O.); John C. Koehn will succeed the National Elevator at Filson on October 1, 1914, and the Frankfort-Spencer Grain Company has succeeded H. F. Stellwagen at Frankfort, Ill.

CANADIAN

The Hunts Milling Company, of London, Ont., may build an elevator.

Farmers in the neighborhood of Watson, Sask., may organize a company to build an elevator.

An elevator and mill will be erected at Gravelbourg, Sask., by the Farmers' Cause Co-operative Company.

The Lumsden Milling & Grain Company, Ltd., of Lumsden, Sask., has installed an additional leg, and other improvements in its elevator.

The Maple Leaf Milling Company, Ltd., has awarded the contract for the construction of its new milling plant at Medicine Hat, Alta., which will include a 300,000-bushel elevator.

The Lake of the Woods Milling Company, Ltd., of Montreal, Que., has taken over the plant of the Medicine Hat Milling Company at Medicine Hat, Alta., and in connection with extensive improvements, additional storage capacity is being constructed.

If Parliament grants the Harbor Commissioners of Montreal, Que., their request for \$15,000,000, a feature of the improvements planned for developing the harbor and terminals will be the construction of a 1,400,000-bushel addition to Elevator No. 1, making a total capacity of 3,900,000 bushels.

A rumor is abroad that the Manitoba Government elevator system, which cost the provincial government approximately \$1,000,000, is to be leased to a company in which the F. H. Peavey Company, of Minneapolis, Minn., is largely interested. The system, which covers the whole province of Manitoba, was established in 1910, the provincial government having appointed a commission, which built 10 elevators at a cost of \$110,000, and purchased others at a cost of \$852,370. Later other elevators were added and there are now about 175 houses. In the

first year of government ownership a loss of \$84,140 was incurred and the second year \$40,000. For two years the houses have been leased by the Grain Growers' Grain Company, Ltd., but the lease expires August 31 of this year.

The N. M. Paterson Grain Company, of Fort William, Ont., has taken over 13 elevators of the Royal Grain Company, all within 50 miles of Regina, Sask.

An elevator will be erected at Swift Current, Sask., in connection with the 1,000-barrel mill to be constructed at that place by I. A. Welk and J. J. Nickel, of Rosthern, Sask.

According to a report, the Grain Growers' Grain Company, Ltd., of Winnipeg, Man., has been making an effort to secure a renewal of its lease on the Manitoba elevators, which it has been operating. It was announced some time ago by the government that the lease would expire on August 31, 1914.

IOWA

A new elevator has been completed at Abbott, Iowa.

A. A. Leet is completing his new elevator at Bedford, Iowa.

The O. Kaeberle Company will build an elevator at Newhall, Iowa.

The Hills Milling Company, of Shambaugh, Iowa, will build an elevator.

An elevator will be erected at Marion, Iowa, by the Farmers' Elevator Company.

J. S. Battle is building a new elevator at Santiago (R. F. D. from Mitchellville), Iowa.

The elevator of the E. Rothschild Company at Brayton, Iowa, has been remodeled.

The Farmers' Mercantile Company, of Logan, Iowa, expects to build a new elevator.

The J. R. Bentley Grain Company has removed its offices from Payne to Hamburg, Iowa.

R. L. Staben has remodeled the elevator at Ireton, Iowa, formerly owned by Collins & Staben.

J. V. Simek will build a new engine room in connection with his elevator at Gladstone, Iowa.

The Farmers' Elevator Company has completed a new 30,000-bushel elevator at Farnhamville, Iowa.

A Fairbanks-Morse Wagon Scale has been installed in the Farmers' Elevator at Flugstad, Iowa.

A 3,000-bushel Avery Automatic Scale has been installed in the Farmers' Elevator at Georgia, Iowa.

A new elevator has been completed at Brooklyn, Iowa, by the Brooklyn Lumber & Grain Company.

Two new Hess Out-Door Grain Conditioners have been installed in the B. & M. Elevator at Burlington, Iowa.

The Northwestern Elevator and Feed Mill at Tipton, Iowa, was recently taken over by A. E. Tabor.

The elevators of Stockdale & Dietz at Rock Rapids, Iowa, may be razed and replaced with new houses.

The Western Elevator Company has sold its house at Elkhart, Iowa, to the Farmers' Elevator Company.

The stockholders of the Farmers' Elevator Company at Grinnell, Iowa, may decide to increase their capital stock.

The Chas. Dozler Grain Company, of Templeton, Iowa, is planning to build a 20,000-bushel addition to its elevator.

Farmers in the vicinity of Whittemore, Iowa, have awarded a contract for the erection of a 30,000-bushel elevator.

William Martin, of near Vincent, Iowa, bid in the house of the Farmers' Elevator Company at Otho, Iowa, for \$2,950.

John Tjaden is building a warehouse addition to his new elevator at Wellsburg, Iowa. The structure measures 24x32 feet and the entire plant has a capacity of 36,000 bushels.

The W. H. Hubbard Grain Company has been incorporated at Paton, Iowa, with a capital stock of \$10,000. The directors are W. H. Hubbard, Lillie Mae Hubbard and J. R. Files.

The Farmers' Elevator Company, recently incorporated with a capital stock of \$10,000, will build a new elevator at Fort Dodge, Iowa. Isaac Bird, man-

ager of the Farmers' Grain Company, Ed. F. Scheerer and others are interested in the enterprise.

The Quaker Oats Company has torn down its old elevator at Bradgate, Iowa, and will build a 40,000-bushel house on the site.

The Farmers' Elevator Company, of Alton, Iowa, has installed new machinery in its elevator and built a cupola on the house.

The Farmers' Elevator Company, of Albert City, Iowa, has reconstructed and enlarged its house and a new dump scale has been installed.

The Trans-Mississippi Grain Company has installed two large Hess Out-Door Grain Conditioners in its elevator at Council Bluffs, Iowa.

A 12-horsepower Fairbanks-Morse Gasoline Engine has been installed in the house of the Neola Elevator Company at Underwood, Iowa.

The Blairstown Grain Company has been incorporated at Blairstown, Iowa, with a capital stock of \$15,000. J. J. French, of Chicago, has been engaged to manage the company's business.

The Farmers' Elevator Company, of McCallsburg, Iowa, is remodeling its elevator throughout and adding new machinery. The contract was placed with the Burrell Engineering & Construction Company, of Chicago.

The building, equipment and land of the St. Anthony Grain & Stock Company at Marshallton, Iowa, has been sold to John Mackin and W. H. Harlan, the consideration, \$4,700. Mr. Mackin has been secretary of the company.

The Farmers' Elevator Company, of Panora, Iowa, has awarded a contract for the erection of a new elevator. The house will be of frame construction and a corn crib holding about 7,000 bushels will be constructed adjoining the elevator.

WESTERN

A new elevator is under course of construction at Geyser, Mont.

Farmers in the vicinity of Denton, Mont., may erect an elevator at that place.

Construction work is progressing on the Brown Grain Warehouse at Trigo, Cal.

The Farmers' Elevator Company, of Buffalo, Mont., closed its house for the month of June.

The Farmers' Elevator Company has placed its new 25,000-bushel elevator at Grassrange, Mont., in operation.

The Treasure State Milling Company, of Manhattan, Mont., will sell its 200-barrel mill and 150,000-bushel elevator.

The Pacific Land & Cattle Company will build a large warehouse at Calexico, Cal., to be used for the storage of grain.

R. P. Knight, a former member of the firm of the W. A. Gordon Company, Portland, Ore., has opened a grain office at that place.

The Port Commission of Seattle, Wash., will open bids on June 17 for the erection of a large grain house, to be 700 or 800 feet long.

The J. W. Denio Milling Company, of Sheridan, Wyo., contemplates building grain storage tanks having a capacity of 100,000 bushels.

Guter Brothers will build a new grain warehouse at Corcoran, Cal. The structure will measure 50x200 feet and will have a capacity of 65,000 sacks.

R. J. Paterson and T. W. Smith, formerly with the Albers Brothers Milling Company, of Portland, Ore., will engage in the grain business at that place.

John B. Stevens, of John B. Stevens & Co., grain dealers at Tacoma, Wash., has awarded a contract for the building of a three-story brick structure, to cost \$12,000.

H. G. Prottinger, of Cedar Rapids, Iowa, is organizing a company at Red Lodge, Mont., to take over the elevator at that place and a 100-barrel flour mill will be erected.

The Idaho Milling & Feed Company, recently incorporated at Pocatello, Idaho, is building a flour mill and will construct an elevator next fall. W. A. Hyde is president of the firm.

The Farmers' Elevator Company, of Barber, Mont., has awarded a contract to the Burrell Engineering & Construction Company, of Chicago, for a 30,000-bushel elevator of wood construction.

The Farmers' Elevator Company, of Judith Gap, Mont., is erecting a 30,000-bushel grain elevator. The contract was placed with the Burrell Engineering & Construction Company, of Chicago.

The Globe Grain & Milling Company, operating extensively on the Pacific Coast, has taken over the entire stock of the Woodland Grain & Milling Company, Woodland, Cal., incorporated at \$100,000.

The Leitch Warehouse & Grain Company, of Tacoma, Wash., and the Campbell, Sanford & Henley Company, of Portland, Ore., have leased the large warehouse of the Milwaukee, St. Paul & Puget Sound Railroad at Tacoma. They will take possession of the property on July 1, when the lease of Balfour, Guthrie & Co. expires. These companies

operate a number of warehouses in the eastern part of Washington, and D. G. Leitch, president of the Leitch Warehouse & Grain Company, has stated that new warehouses will be erected east of the mountains.

The Inter-Mountain Milling Company will build an elevator at Toston, Mont. The company will also construct two houses in connection with its mill at Townsend, Mont. F. B. T. Kipp is president of the company.

The directors of the Farmers' Elevator Company, of Judith Gap, Mont., have awarded a contract to the Burrell Engineering & Construction Company, of Chicago, for the erection of a 30,000-bushel elevator at Oxford, Mont.

Articles of incorporation have been filed by the Spady & Sons Company, who will conduct an elevator and grain business at Stanford, Mont. The capital stock is \$15,000 and the directors are James Spady, M. Spady and A. P. Spady.

EASTERN

The Dean-Dillingham Company will erect a new frame and cement grain and hay warehouse at Auburn, N. Y.

The H. T. Morey Company has been incorporated at Buffalo, N. Y., with a capital stock of \$5,000, to conduct a grain business. The directors are Herbert T. Morey, Gregory E. Bergin and Alice C. McCarthy.

Incorporation papers have been filed by the Robins-White Company, of Georgetown, Del., the capital stock, \$50,000. The firm will deal in grains, seeds, etc., and the incorporators are J. M. Robbins, O. S. Betts and N. W. White.

Articles of incorporation have been filed by the Oceanside Estates, of Rockville Centre, N. Y., with a capital stock of \$500,000. The company is authorized to build and operate grain elevators and the incorporators are W. Schaumberg and others.

The Superior Elevator Company, of Buffalo, N. Y., has its new elevator well under way and it is expected that the plant will be complete by November 1. The officers of the company were formerly connected with the Husted Milling Company, whose plant was burned last June.

The Port Directors of Boston, Mass., have purchased a second coasting schooner to be converted into a floating grain elevator. The boat is the "Rebecca J. Moulton," and she is now undergoing the necessary changes, the expense to approximate \$29,000. Her elevator will hold 25,000 bushels and she will work with the former three-masted schooner "Ellen M. Golder," which was acquired about a year ago for a similar purpose. She proved so satisfactory that a second floating elevator was thought preferable to a permanent elevator on the state pier.

MISSOURI, KANSAS AND NEBRASKA

An elevator may be erected at Lindsey, Kan.

W. D. Cox has re-opened his elevator at Elsmore, Kan.

A farmers' union has been organized at Ontario Kan.

John M. Black has completed an elevator at Lebo, Kan.

W. O. Woods is building a 20,000-bushel elevator at Liberal, Kan.

R. O. Long & Co. are completing a new elevator at Whiteside, Mo.

Farmers in the vicinity of Robinson, Kan., may build an elevator.

The Farmers' Elevator Company will build an elevator at Downs, Kan.

The Farmers' Elevator Company is building an elevator at Greeley, Neb.

An elevator will be erected at Columbus, Kan., by Stauffer, Cammack & Co.

A movement is under way at Surprise, Neb., for the erection of an elevator.

The Miller Grain Company has sold its elevator at Cairo, Kan., to E. B. Sutton.

The Aetna Mills Company has completed an elevator and office at Milan, Kan.

J. H. Nichols has installed two automatic scales in his elevator at Kiowa, Kan.

The Nye Elevator at Bloomington, Kan., has been taken over by the Farmers' Union.

The mill at Osborn, Mo., owned by J. F. Hughes, has been converted into an elevator.

The Farmers' Co-operative Grain Company will build an elevator at Riverdale, Neb.

The elevator capacity of the Oketo Milling Company, Oketo, Kan., has been doubled.

Hancock & Hoopes are completing their new 10,000-bushel elevator at Paradise, Kan.

The Farmers' Union, of Mead, Neb., has taken over the Hord Elevator at that place.

W. S. Hathaway & Co., have sold their grain business at Mexico, Mo., to T. J. Hoxey.

The Updike Grain Company has decided to re-

move one of its elevators at Stockham, Neb., to Eldorado, Neb., to replace the house destroyed by fire.

The elevator of H. B. Ragan at McLouth, Kan., has been purchased by C. G. Casebier.

The plant of the Loomis Grain & Milling Company at Loomis, Neb., has been repaired.

J. Bunch has sold his elevator at Garden Plain, Kan., to the Farmers' Elevator Company.

The Farmers' Elevator Company has sold its house at Bluff City, Kan., to Chas. Burlie.

A farmers' elevator company is being organized at Elk City, Kan., to construct an elevator.

The Lynds Elevator at Severance, Kan., has been purchased by a Mr. Boswell, of Olathe, Kan.

A farmers' elevator company is being organized at Holmesville, Neb., which will buy a house.

The Equity Exchange has awarded a contract for the building of an elevator at Plains, Kan.

An 80,000-bushel elevator is under course of construction at Crete, Neb., for the Crete Mills.

J. Keith Goodwin will reconstruct the elevator at Shakelford, Mo., recently destroyed by fire.

The business of the Aiken Grain Company at Cimarron, Kan., has been taken over by J. B. English.

A charter has been granted to the Farmers' Elevator Company, of Ozawie, Kan., capitalized at \$6,000.

The Blakeman Grain Company has been incorporated at Blakeman, Kan., with a capital stock of \$5,000.

J. F. Hazel has remodeled his elevator at Chetopa, Kan., and installed automatic scales and a car-loader.

The Pacific Elevator Company has wrecked its old house at Kipp, Kan., and will build a new house on the site.

A farmers' elevator company may be organized at Olean, Mo.

The Stevens-Scott Grain Company, of Wichita, Kan., is building an elevator at Orsemus, Kingman County, Kan.

S. T. Taylor has disposed of his elevator at Dresden, Kan., to J. B. Jennings and G. W. Roller, of Jennings, Kan.

Harry Hatfield has purchased the elevator at Belle Plain, Kan., which has not been in operation for some time.

The Manhattan Milling Company, of Manhattan, Kan., is building a 50,000-bushel concrete addition to its elevator.

The J. W. Craig Grain Company, of Wichita, Kan., has purchased the elevator of L. G. Mausolf at Albert, Kan.

A 20,000-bushel elevator is under course of construction at Miltonvale, Kan., for the Farmers' Grain Company.

The Pawnee County Grain & Supply Company, of Larned, Kan., has changed its name to the Co-operative Association.

Incorporation papers have been filed by the Farmers' Elevator Company at Morganville, Kan., capitalized at \$5,100.

The Cheney Grain Company, of Cheney, Kan., is building a new office, 14x28 feet in size, constructed of cement blocks.

The J. C. Lutes Grain Company has awarded a contract for the building of an 8,000-bushel elevator at Grant City, Mo.

The Farmers' Elevator Company, of Chappell, Neb., has awarded a contract for the erection of a 25,000-bushel elevator.

The grain warehouse at Princeton, Mo., destroyed by fire some time ago, will be reconstructed by the Alley Grain Company.

The Updike Elevator Company has sold its house at Clay Center, Kan., to the recently organized Clay Center Grain Company.

The Farmers' Elevator Company is building a warehouse at Wilson, Kan., on the Union Pacific Railroad near its elevator.

The Farmers' Grain & Stock Company, of Uehling, Neb., has been succeeded by the Farmers' Co-operative Mercantile Association.

The Farmers' Co-operative Elevator & Mercantile Company has been incorporated at Fairview, Kan., with a capital stock of \$7,500.

The Union Grain Company, of Hutchinson, Kan., recently organized by millers at that place, is planning to build a large elevator.

Electric motors have been installed in the elevators of the Osborne County Co-operative Association at Osborne and Downs, Kan.

A number of farmers in the vicinity of Moray, Kan., have taken over the elevator at that place and will incorporate to engage in the grain, coal and livestock business. The members of the company are Oscar Nelson, O. T. Nelson, C. R. Turkelson, O.

L. Steanson, Andy Hoverson, Roy Jenkinson and Thomas Dawe.

The Harve Powers & Iowa Grain Company will build an elevator at Gentry, Mo., costing \$4,000 and having a capacity of 8,000 bushels.

The Brand-Dunwoody Milling Company, of Joplin, Mo., recently completed the construction of 65,000 bushels' additional storage capacity.

The elevator at Glen Elder, Kan., formerly owned and operated by M. C. Koesling, has been purchased by the Farmers' Union Co-operative Association.

The Farmers' Union, of Ellis, Kan., has erected a warehouse on the Union Pacific Railroad. The company also operates an elevator at this place.

Offices have been opened at Coffeyville, Kan., by Wallingford Brothers, grain commission merchants of Wichita, Kan., with H. A. Cadwallder in charge.

The Bolin-Hall Grain Company has been incorporated at Liberal, Kan., with a capital stock of \$40,000. The incorporators are J. R. Bolin, R. Hall and May Bolin.

C. L. Wright, formerly with the John Wahl Commission Company, St. Louis, Mo., on June 1, became identified with his brother in the W. H. Wright Grain Company.

The Bolin-Hall Grain Company, of Wichita and Liberal, Kan., has purchased four elevators owned by W. E. Clark. They are located at Isabel, Zenda, Nashville and Spivey, Kan.

The Farmers' Grain & Supply Company has been organized at Springdale (R. F. D. from Easton), Kan., and the Colburn Elevator has been leased, operations to begin July 1.

The Pierson-Lathrop Grain Company, of Kansas City, has been incorporated with a capital stock of \$25,000. The incorporators are A. R. Pierson, W. B. Lathrop and E. H. Sullivan.

Wilbur B. Christian has sold his interest in the Eureka Elevator Company, St. Louis, Mo., and is now in the cash grain department of the W. L. Green Commission Company.

The Farmers' Grain & Supply Company has been incorporated at Galva, Kan., with a capital stock of \$7,000. The incorporators are August Anderson, Carl A. Anderson and Emil Asp.

The Patterson Ice Company, which took over the plant of the Cherokee Mill & Elevator Company at Cherokee, Kan., has placed the establishment in condition for handling grain and milling.

The Farmers' Elevator Company, of Adams, Neb., has purchased the Burlington Mill at that place and will remodel it into an elevator. The consideration for the building and power plant was \$5,500.

An elevator, costing \$7,500, will be erected at Ralston, Neb., by the Ralston Elevator & Mill Company, which will incorporate for \$15,000. The elevator will be 27x34 feet on the ground and 65 feet high.

The Minneapolis Milling Company has sold one of its buildings at Minneapolis, Kan., to Howell, Rhinehart & Co., of Dodge City, Kan., who have installed machinery and converted it into an elevator.

J. B. Gibbons, who has been manager of the Trans-Mississippi Grain Elevator Company's house at Kearney, Neb., for several years, has purchased the house and it has been temporarily closed for repairs.

The Watkins Grain Company has been organized at Kansas City, by C. E. Watkins, S. H. Stahoski and George R. Payne, with offices in the Board of Trade Building. The firm will do a consignment business.

The new elevator at Garrison, Neb., erected by the H. O. Schaaf Grain Company, of David City, Neb., has been bought by the Farmers' Elevator Company, recently incorporated at Garrison. The consideration was \$7,250.

The Armour Grain Company has opened an office in the Merchants' Exchange Building at St. Louis, Mo., and Cary Bacon, formerly with the Sherry-Bacon Grain Company, will act as the local representative.

The Farmers' Elevator Company, of Kinsley, Kan., held its annual meeting on June 1 and elected the following officers: E. F. Eslinger, president; Gilbert Cole, vice-president, and Ira Rankin, secretary and treasurer.

The Chicago, Burlington & Quincy Railroad will erect concrete tanks as an addition to the Murray Elevator at North Kansas City, Mo., increasing the capacity of the house to 1,500,000 bushels. W. L. Breckinridge, of Chicago, Ill., is the company's mechanical engineer. The house is operated by the Aylsworth-Neal-Tomlin Grain Company.

The storage facilities of the "B" Mill of the Red Star Mill & Elevator Company, Wichita, Kan., will be increased by the erection of a 350,000-bushel addition. The new elevator plant will include 20 concrete tanks, 71½ feet high, and will necessitate the razing of other tank storage. The "B" Mill will have storage capacity of 375,000 bushels when the

new addition is complete, while the "A" Mill storage amounts to 175,000 bushels.

Bousfield & Reed, of Auburn, Neb., have remodeled their elevator throughout and installed a number of improvements, entailing an expenditure of \$2,000. A driveway has also been built.

F. D. Stockman & Sons, of Malta Bend, Mo., have awarded a contract for the building of a 20,000-bushel steel elevator. It will be equipped with the most modern elevating devices, grain cleaning machinery, scales, etc. A power plant will also be a feature of the new plant.

The Missouri Pacific Railway Company has awarded a contract to the Stephens Engineering Company, of Chicago, for the erection of a 1,000,000-bushel concrete storage addition to its elevator at Kansas City, Mo., the cost estimated at \$150,000. The house is operated by the Hall-Baker Grain Company. J. R. Stephens, of St. Louis, Mo., is chief engineer for the railroad company.

MINNESOTA AND WISCONSIN

The Pacific Elevator Company has repaired its house at Delhi, Minn.

It is reported that an elevator company may be organized at Norcross, Minn.

The Farmers' Elevator Company is building a new elevator at Brewster, Minn.

The Cazenovia Elevator Company, of Cazenovia, Minn., plans to install an automatic scale.

The Farmers' Elevator Company, of Hanley Falls, Minn., is building a 30,000-bushel elevator.

The Atlantic Elevator at Watkins, Minn., has been purchased by Philip Werner, of Loretta, Minn.

J. J. Beal has wrecked the elevator at Ruthton, Minn., recently purchased from Walter Parks.

A 20,000-bushel elevator will be erected at Sherburn, Minn., by the Farmers' Elevator Company.

The elevator at Argyle, Minn., formerly owned by H. L. Veith & Co., is being operated by F. J. Scheck.

The Farmers' Elevator Company, of Westbrook, Minn., plans to install an additional leg and a track scale.

The Benson Elevator at Pemberton, Minn., has been opened with B. Y. Graham in charge of the buying.

H. E. Larson has taken over the elevator at Porter, Minn., formerly owned by the Mutual Elevator Company.

G. W. Van Dusen & Co. will install a new steam engine and electric motors in their elevator at Canby, Minn.

The Farmers' Elevator Company, of Blue Earth, Minn., has awarded a contract for the erection of an elevator.

The North Star Grain Company, of Clements, Minn., will install a new engine and a new belt in its elevator.

The Huntting Elevator at Adams, Minn., will be operated under the management of Joseph Schaefer this coming season.

The Farmers' Elevator Company, of Avoca, Minn., has purchased the Benson Elevator and James Fitzpatrick will manage it.

The Farmers' Elevator at St. Peter, Minn., has been sold by Shuster & Hildebrandt to D. C. Harrington, of Pipestone, Minn.

The Farmers' Elevator Company, of Welcome, Minn., will build a 20,000-bushel elevator to be complete for this year's crop.

The Altura Elevator Company has purchased the elevator and coal shed of the Western Elevator Company at Bethany, Minn.

The elevator and feed mill at Mentor, Minn., of which J. O. Buhm is the secretary, will be repainted and improved this summer.

The G. A. Swan Company has closed its elevator at Owatonna, Minn., and the building has been sold to Thomas Dooley, of Mankato, Minn.

An electric drive has been installed in the elevator of the Cereal Grading Company, Minneapolis, Minn., and four motors have been purchased.

A 250,000-bushel elevator will be erected in connection with the new milling plant at Minneapolis, Minn., to be constructed for James C. Andrews and others.

The Easton Farmers' Elevator Company has been incorporated at Easton, Minn., with a capital stock of \$10,000. The officers of the company are as follows: William Sippel, president; Jacob Linder, Jr., vice-president; Charles J. Rath, secretary, and L. R. Johnston, treasurer.

The Cargill Elevator Company has awarded a contract to the Barnett & Record Company, Duluth, Minn., for the reconstruction of the working house of the Belt Line Elevator, destroyed by fire on April 25. The house will be of frame construction and is to be complete not later than September 15. It will be modern in every particular and will have a capacity for unloading 80 cars of grain daily. With

the new elevator available, the Cargill Company will have a storage capacity of 5,000,000 bushels. It is stated that the new house will be used only for barley and oats.

The Thorpe Elevator Company has repaired its house at Raymond, Minn., which has been idle for the past three years, and it will be reopened this fall with Frank Stutelberg in charge.

The directors of the Equity Elevator Company, Breckenridge, Minn., have awarded a contract for the erection of a new 25,000-bushel elevator, to cost \$5,800, and to be operated by a 15-horsepower motor. F. O. Pearce and W. E. Heathcote are president and manager respectively of the company.

November 1 has been designated as the date for the completion of the new concrete elevator under course of construction for the Pillsbury Flour Mills Company, Minneapolis, Minn. The Barnett & Record Company has the contract and the new plant will consist of 67 bins, having an approximate capacity of 2,000,000 bushels.

The Donahue-Stratton Elevator Company, of Milwaukee, Wis., has remodeled its "A" Elevator and installed considerable new equipment, including two new boilers, increasing the power capacity to 300 horsepower, a large grain dryer and new loading and unloading machinery. H. H. Higgs is superintendent of the plant, Louis Cameron is inspector and J. H. Casper is chief engineer.

The McKercher-Rossier Company is building a new elevator and warehouse at Grand Rapids, Wis. The structure will be 40x148 feet on the ground and the elevator portion of the building will have a capacity of 15,000 bushels. The Burrell Engineering & Construction Company, of Chicago, has the contract and the house, which is of frame and sheet iron construction, will be complete by the latter part of July.

SOUTHERN AND SOUTHWESTERN

John Pain may erect an elevator at Argyle, Texas.

A new elevator is being completed at Claremore, Okla.

A new elevator has been constructed at Strong City, Okla.

It is reported that an elevator may be erected at Cleo, Okla.

F. H. Henry has entered the grain business at Carlisle, Ky.

G. D. Price has purchased an elevator at Manchester, Okla.

R. I. Helton has completed a new elevator at Marshall, Okla.

A new elevator is under course of construction at Davidson, Okla.

L. W. Pate and Fred Brann will erect an elevator at Cheyenne, Okla.

The Bower & Brown Elevator at Porter, Okla., has been closed for repairs.

The Farmers' Elevator Company, of Okeene, Okla., will lease its house.

Shives & Keys are building a 50,000-bushel elevator at Waxahachie, Texas.

The Deer Creek Elevator at Nardin, Okla., has been enlarged and repaired.

A corn husking and shelling plant will be established at San Benito, Texas.

The New Orleans Terminal Company has opened its elevator at Chalmette, La.

The Farmers' Shipping Association is building a new elevator at Sharon, Okla.

L. G. Belew is building a 70,000-bushel grain warehouse at Pilot Point, Texas.

The Marshall Grain Company is building a concrete elevator at Floydada, Texas.

The Thomas Milling Company, of Thomas, Okla., will build an elevator at Strong City, Okla.

A. P. Morgan & Co., grain dealers at Atlanta, Ga., have secured a permit to build a one-story brick warehouse.

The Arkadelphia Milling Company, of Arkadelphia, Ark., is building two large grain warehouses, costing \$20,000.

A steel storage tank of 25,000 bushels' capacity has been erected in conjunction with the Ada Flour Mill at Ada, Okla.

D. Head & Son have sold their interest in the grain business at Durant, Okla., to J. F. Ford, of Shawnee, Okla.

Additional grain bins have been constructed in connection with the plant of the Bell Grain Company at Crowell, Texas.

The Wiley Grain Company, of Sanger, Texas, has been incorporated with a capital stock of \$2,000. The incorporators are J. B. Wiley, B. G. Vaughn and C. S. Henderson.

The Collin County Mill & Elevator Company, of McKenney, Texas, will build a new mill and warehouse. The mill will be 90x50 feet on the ground, while the warehouse will be 90x80 feet in size, and

two stories high, the office to be located on the second floor.

The Columbia Mill & Elevator Company, of Columbia, Tenn., will expend several thousand dollars on improvements in its plant.

The Shawnee Milling Company has made arrangements to build a flour mill and elevator at Hugo, Okla., costing about \$12,000.

G. W. Halcomb and J. W. Wharton have secured a two-thirds interest in the Pondcreek Mill & Elevator Company at Pondcreek, Okla.

The elevator and mill at Weatherford, Okla., have been closed temporarily for repairs, while considerable machinery has been installed.

J. W. Maney, C. J. Turpin and J. A. Commons, manager of the Thomas Milling Company, of Thomas, Okla., will erect an elevator at Clinton, Okla.

The Lynnville Mill & Elevator Company, of Decatur, Ala., has increased its capital stock from \$21,000 to \$50,000, and changed its name to the Decatur Mill & Elevator Company.

The Lawton Grain Company has been incorporated at Lawton, Okla., with a capital stock of \$5,000. The incorporators are Frank E. Humphries, Flora E. Humphries and Waller Russell.

The Henderson Grain & Food Company has been incorporated at Henderson, N. C., with a capital stock of \$10,000. The incorporators are J. S. Poythress, C. R. Church and Mary E. Poythress.

J. Andrew Cain has sold the Hope Mills and an elevator at Versailles, Ky., to the Farmers' Union Mill, in which company he has secured stock and will be actively identified with its management.

Extensive improvements are being installed in the Farmers' Warehouse at Sturgis, Ky., of which J. W. Quinn is the manager, preparatory to the movement of the grain crop. The warehouse has been placed on a concrete foundation and equipped with electrical apparatus for the handling of grain.

The Wichita Falls Mill & Elevator Company, of Wichita Falls, Texas, has commenced work on a 440,000-bushel elevator. It is of concrete and will have six stands of elevators, two hopper scales and sacking and wagon scales. The contract was placed with the Burrell Engineering & Construction Company, of Chicago.

OHIO, INDIANA AND MICHIGAN

Clark Bassett has purchased an elevator at Rolling Prairie, Ind.

H. C. Clark and J. O. Finch will build an elevator near New Castle, Ind.

It is stated that a co-operative elevator company is being organized at Fairmount, Ind.

Howard Hockman has built an elevator in connection with his flour mill at Plymouth, Ohio.

The Union Grain & Hay Company, of Cincinnati, Ohio, has reduced its capital stock from \$400,000 to \$100,000.

L. C. Hall, of Corunna, Mich., has purchased a new site and will remove his grain and bean elevator to it.

George W. Adams, of Bryant, Ind., has leased his elevator and will enter the grain business at Fort Wayne, Ind.

The Peoples' Mercantile & Elevator Company, of Old Fort, Ohio, has awarded a contract for the erection of an elevator to cost \$9,000.

Articles of incorporation have been filed by the Grand Rapids Farmers' Grain Company, of Grand Rapids, Ohio, capitalized at \$10,000.

The Baker Elevator & Mill Company is now operating the two elevators of J. V. Griggs & Co., at St. Francisville and Brevoort, Ind.

David S. Vesey, trustee in bankruptcy for the Egly-Doan Elevator Company, Fort Wayne, Ind., offers the company's property for sale on June 15.

The Union Grain & Coal Company, of Anderson, Ind., has purchased new machinery from the Nordyke & Marmon Company, of Indianapolis, Ind.

The C. K. Zeigler Company, millers at Bucyrus, Ohio, in connection with extensive additions to its milling plant, will build a new elevator, 70 feet high.

The C. A. Mutton Lumber Company has taken over the lumber, fence and builders' supply business of the Millington Grain Company at Millington, Mich.

The D. G. McFadden Grain Company has been incorporated at Ridgeville, Ind., with the following directors: D. G. McFadden, W. T. Palmer and J. C. Palmer.

The Young Grain Company has been incorporated at Toledo, Ohio, with a capital stock of \$25,000. The incorporators are Jesse W. Young, Charles W. Molett, O. W. Randolph, William H. Haskell and Harley H. Frey. Jesse W. Young, president of the organization, was recently associated as traffic manager and a stockholder in the Toledo Grain & Milling Company; Mr. Molett has charge of a string of country elevators; Mr. Randolph is manager of the Transfer elevator at Toledo owned by the Central Grain Com-

pany; W. H. Haskell is president of the W. H. Haskell Company, hominy millers at Toledo, while H. H. Frey is office manager of the Mollett Grain & Milling Company.

The S. F. Trembley Company has been incorporated at Columbia City, Ind., with a capital stock of \$20,000. The firm deals in grain, hardware and implements.

The office of the Farmers' Elevator Company at Columbia City, Ind., was entered by thieves, who took the company's books, but left untouched some money in a drawer.

The Teegardin Grain Company has sold its elevator at Ashville, Ohio, to the Ashville Grain Company, recently incorporated. J. H. Sark, a former owner, is general manager of the company.

Dr. Burgin has purchased a half interest in the Frankfort Elevator at Frankfort, Ind., from H. C. Clark, but Chas. Stephenson, who owns the other half interest, will continue to manage the house.

The Farmers' Co-operative Company has been incorporated at Wolcott, Ind., with a capital stock of \$20,000, to conduct an elevator. The directors are Charles C. Dawson, John R. Nelson and Edgar G. McCullum.

The Sherman Grain Company has been incorporated at Fort Loramie, Ohio, with a capital stock of \$15,000. The incorporators are W. J. Sherman, Frances Sherman, H. E. Bennett, B. T. Bull and John Oldham.

A grain and feed warehouse is being erected at Carrothers, Ohio, by Friedley Brothers. The building adjoins the firm's elevator and will be 30x70 feet on the ground. A gasoline engine has been installed in the elevator.

The Standard Cereal Company will erect a reinforced concrete and brick grain storage house at Chillicothe, Ohio, costing \$40,000. It will have a capacity of 50,000 bushels, and will be equipped with automatic fire extinguishers.

Wm. F. Foresman has sold his interest in the Crabb-Reynolds-Taylor Company at Lafayette, Ind., and will sever his connection with the company after July 1, and Bennett Taylor will assume the active management of the company.

The Burrell Engineering & Construction Company, of Chicago, recently secured a contract for the reconstruction of the elevator of the Charles F. Nabor Milling Company at Alexandria, Ind. Considerable cleaning machinery will be installed.

THE DAKOTAS

C. J. Fergen has purchased the King Elevator at Stickney, S. D.

The Farmers' Elevator Company is building a house at Buttzville, N. D.

Gundert Brothers have sold their elevator at Tolstoy, S. D., to Anton Dusel.

The Farmers' Elevator Company, of Deering, N. D., will build a new mill house.

M. Fredrickson has purchased the elevator of T. T. Lemon & Co., at Murdo, S. D.

Plans have been considered for remodeling the Empire Elevator at Newark, S. D.

A farmers' elevator company is planning to build or buy an elevator at Haynes, N. D.

E. M. Kellogg, of Minneapolis, Minn., has purchased an elevator at Chester, S. D.

The Farmers' Elevator Company, of Arnegard, N. D., is planning to build an elevator.

The Northwestern Elevator Company has closed its house at Sioux Falls, S. D., for the season.

The old Thorpe Elevator at Drayton, N. D., has been razed and a new elevator will occupy the site.

A 25,000-bushel elevator is in process of construction at Victor, S. D., for Carson & Dahl.

Incorporation papers have been filed by the Farmers' Co-operative Association, of Kuroki, N. D.

The Mayville Farmers' Elevator Company has purchased the Northwestern Elevator at Murray, N. D.

Farmers in the neighborhood of Newark, S. D., are making an effort to organize an elevator company.

It is stated that the Occident Elevator Company expects to build an elevator at Minden, near Washburn, N. D.

The elevator of the Campbell-Hodgson Grain Company at Leeds, N. D., has been acquired by E. B. Page.

The Roswell Farmers' Elevator Company has been incorporated at Roswell, S. D., with A. K. Erwin as president.

The new Farmers' Elevator at Cogswell, N. D., has been completed and a Mr. Overton has been placed in charge.

The Fullerton Elevator Company, of Fullerton, N. D., has been incorporated with a capital stock of \$25,000. The incorporators are W. E. Dickinson,

of Fullerton, N. D., and H. C. McCartney and Thos. F. Marshall, of Oakes, N. D.

The Columbia Elevator Company has razed its old office building at Warner, S. D., and a new structure will be erected.

It is reported that the Farmers' Co-operative Elevator Company will succeed the Farmers' Elevator Company at Knox, N. D.

The elevator at Berlin, N. D., formerly owned by the Johnson Brothers Elevator Company, has been taken over by Fred Long.

A substantial addition has been constructed to the Occident Elevator at Fryburg, N. D., to be used as a flour distribution house.

Captain Senechal, B. A. Douglass and C. H. Holliday are reported to have secured a site for a grain business seven miles from Charlson, N. D.

The Hineline Elevator at Arnegard, N. D., has been sold to P. A. Stenehjem and A. A. Stenehjem, while Martin Stenehjem will act as buyer.

The South Dakota Grain Company has wrecked its elevator at Parkston, S. D., and it will be reconstructed at a new town called Beardsley, S. D.

It is rumored that the Great Western Elevator Company will wreck its house at Sheldon, N. D., and remove it to a site several miles from that place.

The Woodworth Elevator Company will build a new elevator at Southam (R. F. D. from Crary), N. D., to replace the house destroyed by fire this spring.

The Farmers' Elevator Company, of Grover, S. D., has awarded a contract to T. E. Ibberson, of Minneapolis, Minn., for the construction of an elevator.

The stockholders of the Farmers' Elevator Company, operating two houses at Marion, S. D., may decide to erect a new house to replace its present elevators.

The Leith Equity Exchange, of Leith, N. D., has been incorporated with a capital stock of \$6,000. The incorporators are J. I. Cahill, Geo. W. Herron and Frank P. Emch.

Hans Larson will build a 15,000-bushel grain elevator on his farm near Newport, N. D. Mr. Larson farms about 1,200 acres and the house will be constructed to take care of his crops.

Geo. P. Sexauer & Son, of Brookings, S. D., have taken over the Western Elevator Company's houses at Lake Preston and Hetland and the Ostrott Grain Company's elevator at Wessington, S. D.

The Farmers' Co-operative Elevator Company has been incorporated at Litchville, N. D., with a capital stock of \$50,000. The incorporators are K. C. Wangrud, Lewis M. Olson and John M. Olson.

The Coburn Farmers' Elevator Company, of Coburn (R. F. D. from Sheldon), N. D., will build an addition to its elevator in the way of a 25,000 bushel elevator. James H. French is the company's manager.

The stockholders of the Farmers' Elevator Company at Wales, N. D., will install cleaning apparatus in their house, also an additional leg and new scales. The cleaner will have a capacity of 600 bushels hourly.

The Farmers' Equity Elevator Company, of Moselle, Richland County, N. D., has been incorporated with a capital stock of \$10,000. The incorporators are Peter Puetz, and M. Puetz, of Wyndmere, N. D., and John C. Novotny, of Lidgerwood, N. D.

J. G. Quinlivan, W. A. McClure, of Dickinson, N. D., and Julius Hollst, of Gladstone, N. D., are the incorporators of three new farmers' elevator companies in North Dakota, each capitalized at \$10,000. The houses are to be located at Dunn Center, Halliday and Werner.

The Farmers' Co-operative Elevator Company, of Watford, a new town in McKenzie County, near Schafer, N. D., has been incorporated with a capital stock of \$10,000. The incorporators are Jens G. Walla, of Farland, N. D., and J. C. Zeller and Eli E. Smith, of Schafer.

The Gwinner Farmers' Elevator Company, of Gwinner, N. D., has been incorporated with a capital stock of \$15,000. The incorporators are W. M. Johnson, of Lisbon, N. D.; J. L. Wicklund, of Gwinner, and J. C. Silvernail, of Cogswell, N. D. The company will build a house.

An Eastern corporation, having headquarters in Philadelphia, Pa., is said to be considering the matter of building elevators in North Dakota, and Kenmare, Bowbells and other places have been canvassed by A. R. Shulton, W. B. Moberly and William Walton, representatives of the company.

"A Story Worth While" is what the *Press Club Scoop*, the organ of the Chicago Press Club, says about the "Romance of Grain," by John McGovern, now appearing serially in the "American Grain Trade."

COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

NEW FIRM IN NEW YORK

Editor American Grain Trade:—The new firm known as The Byron Produce Company, Byron, N. Y., which is made up of about a dozen good representative, progressive and responsible farmers of that locality, have their new elevator completed and are now installing the machinery. The company will begin operations about September first.

Very truly,
Akron, N. Y. C. O. TINKHAM.

WILL NOT BUILD MALT HOUSE

Editor American Grain Trade:—We note in the "American Grain Trade" of May 15th reference to the building of a malt house and elevator at Minneapolis by The Wm. Rahr Sons' Company. Please be advised that on account of this fanatical wave of prohibition which is now sweeping over the country we have abandoned the project.

Yours truly, THE WILLIAM RAHR SONS' CO.
Manitowoc, Wis.

CHANGE IN ILLINOIS INSEPCION FEES

Editor American Grain Trade:—In accordance with an order on file in this office, issued by the State Public Utilities Commission, May 29, 1914, entitled "Conference Ruling, In the Matter of Fees for Inspection of Grain No. 10," this is to advise that effective July 1, 1914, the fee charged will be:—50 cents per car for "In" inspection and 50 cents per thousand bushels for "Out" inspection.

Yours truly, JOHN P. GIBBONS,
Chicago, Ill. Chief Grain Inspector.

A PREMATURE ANNOUNCEMENT

Editor American Grain Trade:—With reference to the news item on page 663 of the May 15th issue, stating that the writer is about to embark in the grain business, will say that this is a mistake. The matter was published by a local newspaper without proper authority and is premature. I have been considering going into the grain and feed business and should I do so, shall take pleasure in advising you.

Very truly yours, H. J. CERTAIN.
Huntsville, Ala.

MACHINERY FOR KEELIN ELEVATOR

Editor American Grain Trade:—We notice today with pleasure your description on page No. 635 in the May 15th issue of your paper of the new elevator as built for T. W. Keelin & Co. by the Macdonald Engineering Company, of Chicago. You state in the last paragraph in the first column that this plant contains one Double Monarch Feed Mill, also one Single Monarch Feed Mill. This is not correct, because we did not supply those parties with what you can term feed mills. We supplied them with the very latest line of machines for the particular purpose that they are intended for, namely, we supplied them with a special type of 9x30 Double Roller Mill made for Oat Crushing, while the second machine is a special form of 9x30" Single Roller Mill Corn Cracker. Neither of these two machines are alone corn crackers or oat crushers, in fact they are combined in each case with Magnetic Separators, making the machine absolutely self-contained in every respect.

For instance, when the corn goes to the corn cracker the corn is first passed through a specially heavy constructed magnetic separator where the iron is separated from the corn if same contains any, and from that magnetic separator the stream is finally distributed over the entire length of the rolls, which rolls have a special differential and a special corrugation at a rather uncustomary speed which enables them to make the finest type and class of cracked corn with the smallest amount of power, making the very smallest amount of meal. We know positively there is not another corn cracker on the market which can compare with the construction of this machine in economy or class of work performed. The operation on the oat crusher is practically the same as that of the corn cracker, except of course that the corrugations, speeds, etc., are very materially different. You can therefore see that neither of these two machines can be considered as feed grinders in the sense that feed grinders are regularly considered.

The Monarch Cleaner is a very large, specially constructed and almost perfect machine. It is

much more strongly built than the regular type of receiving separators and is equipped with a Brush Sieve Cleaning Device under each and every sieve; in addition to that the machine is made for cleaning and separating almost every class and kind of grain. We don't believe there is anyone that has a more complete outfit in three machines, as was supplied to T. W. Keelin, all of which was done from a scientific bases.

Very truly yours, SPROUT, WALDRON & CO.
Chicago, Ill. Geo. J. Noth, Western Mgr.

A KANSAS REPLY TO "BOY SOLOMON"

Editor American Grain Trade:—That "Boy Solomon of Toledo" is Some Boy. That I cheerfully concede. But, whatever induced him to say some of the things he did about Kansas in your issue of May 15, page 654, under the misleading heading, "Kansas an Uncertain Wheat State"? The whole paragraph seems to have been written in ill humor, and to disparage Kansas, when the facts would have made a rattling good Kansas item. Or, should we not expect much else of an Ohioan posing as the spokesman of Kansas?

The truth is Kansas is the most certain wheat state. This assertion is substantiated by the reports of Uncle Sam's department of Agriculture. The records show that in the period 1900-1913, both inclusive, Kansas raised more wheat than any other state, and in that time ranked first in yield seven years; second, five years; third, one year, and fifth, one year. There is more consistency about her record in wheat than there is about the record of any other state. The smallest crop she raised in the period indicated was 51 million bushels, in 1911, and the largest more than 99 million bushels in 1901. Solomon says "they have never raised as much as

a hundred millions." True, true, and never has any other state, except one, and that one in 1910 had a crop amounting only to 38 million bushels. That range suggests uncertainty, indeed.

"Solomon" says, speaking of Kansas, "it generally fades as harvest approaches," as though that were unusual elsewhere. To drive his point home, "Solomon" notes that the May prospect last year "was for 115,000,000, but it turned out only 87,000,000 bushels." Now, this "only 87,000,000 bushels," this drop in the bucket as it were, was more wheat than any other state produced in 1913. It was ten per cent more than the output of Kansas' closest competitor that year.

"Solomon" says Kansas "is the largest winter wheat state." She is. But why stop there? She is more than that. She is the largest wheat state, irrespective of the kind or variety of wheat grown, whether winter or spring, hard or soft. In a compilation of the government statistics before me, for the 12 years 1901-1912, the aggregate yield of wheat in Kansas was 885,375,542 bushels, and of the state ranking next 880,694,727 bushels. If the 1913 crops were added the difference would be still greater in favor of Kansas.

In the brilliant prospect at the present time, when the Kansas wheat probably never promised so well at the time of year, and the acreage never before so large, with harvest only about two to three weeks hence, "Solomon" can see nothing ahead but "hot winds, wet harvest, drought and rust." With half a chance I suspect "Solomon" might develop into a first-class little crop killer.

What a happy frame of mind your "Boy Solomon" must have been in when he let go that little Kansas grist? How he strove for the kindly word, and how pessimistic he can be in view of the brightest wheat outlook Kansas ever had?

Is the Ohioan prejudiced against Kansas, or is he not informed about the state and her products?

Is Kansas news from Ohio likely to be the best available? Why go to Ohio for Kansas news, anyhow?

Hoping that "Solomon" is feeling better by now, and that he will treat the state fairly in the columns of your excellent journal, I am

Very truly yours, J. C. MOHLER,
Topeka, Kan. Assistant Secretary of Agriculture.

IN THE COURTS

[Prepared especially for the "American Grain Trade" by J. L. Rosenberger of the Chicago Bar.]

Alfred L. and Edwin L. Rosenberg, of Rosenberg & Lieberman, wholesale seed dealers at Milwaukee, Wis., recently pleaded guilty to a charge of fraudulent advertising and were fined \$250 each.

Claiming a discrepancy in its accounts the Linwood Elevator Company, of Linwood, Mich., has filed a bill in chancery, asking that E. E. Thorne, former manager of the company, be ordered to render an accounting.

A general creditors' bill has been filed by the Greenwood Mill & Elevator Company, Nashville, Tenn., the firm having applied for a receiver. The assets of the company are scheduled at \$20,838.54, with liabilities of \$12,760.53.

A verdict was rendered in favor of Sam Wagler, agent for the Turner-Hudnut Company, of Groveland, Ill., in the case against him brought by Mrs. Mooberry, who sued for a tenant's rent, the latter having sold corn to Wagler.

A verdict for \$6,500 was awarded Matilda M. Yackel, George Yackel and others in their case against the Stanard-Tilton Milling Company, Alton, Ill., in which it was alleged that the company's elevator settled and shifted, damaging adjoining property.

The Supreme Court has decided that the case of Samuel Fronzier and others, survivors of the Croghan Engineering & Construction Company, of Fremont, Ohio, against the Farmers' Grain Company, of Bellevue, Ohio, must be retried. The plaintiff was given judgment in 1910, the case involving a balance alleged due on an elevator construction contract.

J. O. Robinson, of Las Animas, Colo., has brought suit against the Otto Weiss Alfalfa Stock Food Company, of Wichita, Kan., for a judgment of \$1,674.52 on a hay deal. The plaintiff alleges that 285 tons of hay were spoiled by rain while awaiting summons for delivery on a contract.

Suit has been brought against the Southern Pacific Terminal Company at Galveston, Texas, by the Rosenbaum Grain Company, to restrain the defendant from canceling a lease given the grain firm,

dated January 1, 1913, and having five years to run for the use of the Southern Pacific Elevator.

William A. Smith, grain dealer at Plymouth, Ill., has been adjudged a voluntary bankrupt, his liabilities scheduled at \$13,304.71 and assets, \$1,784.

TENSION OF RULE AGAINST CONTRACTS IN RESTRAINT OF TRADE

It is true, the Court of Appeals of Kentucky says, in *Brent vs. Gay*, (149 Southwestern Reporter, 915), that by the common law, contracts treated as being in restraint of trade were limited to contracts having for their purpose the purchase of some trade or business, as a part of which the seller agreed not to engage in the trade or business he had disposed of. But, in dealing with conditions brought about by modern business methods, it has been found necessary for the public good to extend the common-law prohibition against contracts in restraint of trade to states of case involving more than the mere purchasing and selling of a trade or business, so as to give the courts, for the good of the public, authority to prevent, as much as possible, combinations and arrangements having for their purpose the creation of a monopoly, the control of prices, and the suppression of competition. The restraint of trade may be accomplished in more ways than one. Every business scheme that has for its purpose the control of the market and the fixing of prices necessarily tends to restrain trade and suppress competition in the article sought to be controlled. But when the doctrine was first recognized conditions were such that the public good only required that it be applied to contracts of sale and between the parties to the contract. It is, however, manifest that if this wholesome principle of the common law should be confined to the narrow limits that were sufficient in its origin, it would be wholly inadequate to correct the evils that modern trade conditions have produced. And so, taking for a foundation the principle that illegal and unreasonable restraint of trade is obnoxious to the spirit of the law, the range of this principle will be extended to meet the requirements of today, and to embrace every condition in which an unlawful attempt is made to restrain trade and control the market and suppress competition, by whatever means these ends are sought to be accomplished.

ASSOCIATIONS

THE CONVENTION CALENDAR

June 15 and 16—Summer meeting of Council of Grain Exchanges at Buffalo, N. Y.

June 17 and 18—Ohio Grain Dealers' Association, Cedar Point, Ohio.

June 23 to 25—American Seed Trade Association at Washington, D. C.

June 24 and 25—Indiana Grain Dealers' Association at Indianapolis, Ind.

July 14 to 16—National Hay Association at Cedar Point, Ohio.

October 12 to 14—Grain Dealers' National Association at Kansas City, Mo.

TRI-STATE HOLDS MEETING

The Northwestern Ohio Grain and Hay Dealers, Producers and Shippers' Association held its first meeting under the new regime at Lima, Ohio, on May 19. The new secretary, H. P. McDonald, formerly of Greenville, now Lima, called the meeting and it is felt that the affairs of the Association will soon be running vigorously again.

AN ORGANIZATION OF ALFALFA GROWERS

Seeing the necessity of co-operation and united effort in demanding their rights, a Southwestern Federation of Alfalfa Growers and shippers was organized last month in Pecos, Tex. Attending shippers represented 42,000 acres of producing land and a \$1,000,000 seed crop each year. Howard Russell of Balmorhea, Texas, was elected president and P. O. Benjamin of Barstow, Texas, secretary. Assessment on the tonnage basis will be made, the federation representing about 65 per cent of the total output in this territory.

ILLINOIS ASSOCIATION GETS NEW MEMBERS

The following new members have been added to the Illinois Grain Dealers' Association since the last report: Boughton Bros., Wellington; A. P. Eaton, Allerton; C. Pieker & Co., Carlinville; C. C. Harlan & Co., Cheneyville; Harlan & Sterrenberg, Crescent City; H. F. Hurst, Creston; Jeter & Boston, Lisbon Center, R. F. D. Yorkville; G. L. Merritt, Rossville; S. Munson, Hindsboro; Munson & Moss, Kemp; Newman Grain Company, Newman; Henry Stanbery, Bloomington; Swartz & Boughton, Greer, Wellington P. O.; E. J. Tegge Grain Company, Hooper, R. F. D. Rossville; The Turby Company, Joliet; A. Waller & Co., Henderson, Ky.

ORGANIZE A COUNCIL FOR NATIONAL FOREIGN TRADE

A council consisting of 30 men of national prominence in their business lines will be appointed by Alba B. Johnson of Philadelphia, president of the National Foreign Trade Convention, recently held in Washington, D. C. Secretary of Commerce W. C. Redfield, addressing the meeting, said, "If there is one thing Europeans dread as regards the future of their own business, it is that America shall awake to her privilege and her power in foreign trade. It is to do this awakening that the council will be formed and the co-operation of the National Chamber of Commerce asked.

"With the new tariff and world competition thrust upon us the slogan is 'greater prosperity through greater foreign trade.'"

HOOSIER GRAIN DEALERS AT INDIANAPOLIS

The mid-summer meeting of the Indiana Grain Dealers' Association will be held in Indianapolis on the 24th and 25th of June. The program, which has been in the process of formation in the hands of Secretary C. B. Riley, is nearly complete and deals with the vital questions of the hour, handled by men of the minute. The Hotel Severin, which will be official headquarters, will provide entertainment of a special nature for the ladies who attend the convention. On the program is an Address of Welcome by Mayor Jos. E. Bell of Indianapolis, followed by Maurice C. Niezer of Fort Wayne in response.

H. H. Deam of Bluffton, Ind., president of the Association, after delivering his address, will appoint the special committees of the convention. Reports of the secretary, C. B. Riley, and treasurer, Bert A. Boyd, will be heard and specially prepared papers by Hon. Ralph W. Moss, member of Congress from Indiana; W. L. Sparks of Terre Haute, and others, will be read.

J. C. F. Merrill, secretary of the Chicago Board of Trade and Charles Quinn, secretary of the Grain Dealers' National Association, will also address the grain dealers, and when the Indiana millers join

the convention on June 25, A. P. Husband of Chicago, secretary of the Millers National Federation, will also speak on "Transportation Matters and Legislation Relating Thereto." Other addresses are in prospect, but not definitely arranged as yet. Subjects of interest to the trade will be arranged in docket form especially for this meeting.

COUNCIL OF GRAIN EXCHANGES AT BUFFALO

The mid-summer conference of the National Council of Grain Exchanges occurring in Buffalo June 15 and 16 presents a complete and interesting schedule. Every exchange in the United States affiliated with the National Council will be represented by delegates. Meetings are to be held in the morning, allowing the afternoon for entertainment and sight-seeing.

George H. Davis of Kansas City will read the report of the Transportation Committee, Chas. England of Baltimore the Bill of Lading Committee report, and J. C. F. Merrill of Chicago the Educational Committee report. Several papers will feature the Monday and Tuesday sessions. Scheduled speakers are W. T. Cornelison, Peoria; Chas. F. Macdonald, Duluth; Frank B. Rice and Bert Ball of Chicago. The program includes an informal dinner at the Lafayette Hotel, which will be the headquarters for delegates, and automobile rides throughout Buffalo and along the Niagara frontier. The Buffalo Corn Exchange's Entertainment Committee for this occasion consists of Charles Kennedy, chairman; H. D. Waters and R. W. Searle.

AMERICAN FEED MANUFACTURERS CONVENE

The sixth annual meeting of the American Feed Manufacturers' Association was marked by its enthusiastic and large attendance. The initial session opened on May 22, and continued the following day at the convention hotel, the Auditorium, Chicago, Ill. The brief reports of the president, G. A. Chapman, and Secretary L. F. Brown covered the work and object of the Association and showed the progress and mutual benefit derived therefrom. The subject of misbranding and the effort to approach a uniform tagging of feed bags were strongly emphasized in the latter's report.

Invitations were received to hold the 1915 convention in San Francisco, and to visit the Chicago Board of Trade at any time, from respective representatives. A new constitution was adopted by the Association.

PROFESSOR SAVAGE'S ADDRESS

Perhaps the most important address of the meetings was given by Professor Elmer S. Savage, of Cornell University, who spoke on the subject, "The Attitude of the Teacher to the Mixed Feed Industry." At his institution, 400 men are taught each year to compound or analyze mixed and proprietary feeds. He was careful to point out that his attitude was that of the teacher towards students who were qualified for such mixing and not towards the farmer who is more or less ignorant of chemistry, thus the students were advised to make their own mixed feed because of economy.

The manufacturers throughout Professor Savage's paper took exception to what was said and the discussion which followed showed the intimacy and grasp of the chemical, physical and economical properties of feeds which the manufacturers have and kept the speaker continually on his mettle to answer the criticisms.

There is no doubt that the mixed feeds have come to stay or that they have given the feeder satisfaction economically. Stability of product was recognized as an essential factor in the business.

Dr. Fuller, representing the Feed Control Association, read a paper on the scientific advancement of the trade and advice for future development. He was followed by Hon. Lynden Evans, of Chicago, who spoke on practical suggestions along legislative lines. The merits of co-operative advertising were ably discussed in a paper by J. W. Anderson, president of the Kornfalfa Feed Milling Company at Kansas City, Mo.

Saturday morning's session was marked by the uniform cotton seed meal demand made by the Association in a resolution and answered by W. A. Reynolds, of Charlotte, N. C. The resolution was tabled. Rules and grading of alfalfa were discussed, the latter being adopted according to a color standard.

The nominating committee returned a report which was unanimously accepted, the following officers being elected:

George A. Chapman, president.
M. C. Peters, first vice-president.

Jno. C. Reed, second vice-president.
J. J. Thompson, third vice-president.
W. R. Anderson, treasurer.

The Board of Directors for following year will be: S. T. Edwards, J. H. Genung, H. G. Attwood, Chas. A. Krause, J. W. Anderson, Chas. Staff, C. P. Wolvert, W. A. Reynolds, R. W. Chapin, F. A. McLellen, G. E. M. Keller, C. V. Snyder, H. A. Abbott, H. C. Joehnk and G. E. Patterson.

One of the biggest features of the convention was the splendid and extensive entertainment provided by the committee. It included the theater, a cabaret, an auto ride and a big league ball game.

CEDAR POINT FOR NATIONAL HAY ASSOCIATION

The twenty-first annual meeting of the association at Cedar Point on July 14, 15 and 16, at Hotel Breakers, marks the reaching of the age of majority by the Association. Starting from a meeting called in Cleveland in January, 1895, it has become indeed national in scope and in name. Prior to 1893 the hay business was done in a very irregular and haphazard manner. There were no established customs to govern, no grades, no trade nor arbitration rules. Each individual carried on his business in a way which suited him best, regardless of responsibility to his patrons or of self-esteem and general conditions were chaotic.

Thus in 1893, Willis Bullock, of Canajoharie, N. Y., seeing the absolute necessity of reforms and improvement of trade conditions, called together in Syracuse a number of hay dealers residing in New York state and a few from other states. There were about 50 at this meeting and very soon the divergent ideas of those present was seen and a desire for a co-operative enlightenment felt. An association was formed, more or less local in character, including in its membership dealers from New England, New York, Philadelphia, and Baltimore, and some shippers in Pennsylvania, Ohio and Michigan. Several semi-annual meetings were held, but finally Mr. Bullock saw the necessity of a National association and to this end visited a number of cities throughout the country, inviting attendance to the Cleveland meeting. Since that time regular annual meetings have been held and the membership has climbed steadily to reach the thousand mark.

So it is that this organization, standing for the highest ideals in the hay trade, hopes to make this mid-summer convention, at such an attractive spot with its bathing and resort features, the biggest one of its kind and reach, together with its twenty-first birthday, an enrollment of 1,000 members.

PROGRAM OF THE 35TH ANNUAL OF THE OHIO GRAIN DEALERS' ASSOCIATION

Anticipation is now at fever pitch among the Ohio grain dealers with their thirty-fifth annual meeting at Cedar Point, Ohio, only a few days' distant. Secretary McCord has finished a splendid program for the outing and reunion at the Lake Erie resort and it is believed all previous successes will be surpassed. All grain dealers and many of the members of the Ohio State Millers' Association are expected early on June 17 when President E. C. Eikenberry calls the meeting to order.

James A. Ryan of Sandusky will give the Address of Welcome and the Response will be taken up by H. S. Grimes of Portsmouth. With such (?) propitious start the program will continue as follows:

Reading of minutes of last annual and semi-annual meetings.

President's address, E. C. Eikenberry, Camden.

Report of Secretary and Treasurer, J. W. McCord, Columbus.

Appointment of Special Committees, Resolutions, Auditing and Nominations.

Our Departed Members, by N. W. Robinson, of Greenspring.

The Function of Speculation in the Distribution of Farm Products, by J. C. F. Merrill, Chicago Board of Trade.

The Miller and the Grain Dealer, by Lee F. Graybill of Massillon (otherwise designated on the program as Mr. A. Buckeye Miller of Unceda, Ohio).

The National Association, by Secretary Charles Quinn.

The Four Affiliated Associations in Ohio, by E. T. Custerborder of Sidney; Will E. Schentz of Eldorado; H. P. McDonald of Loma, and Emery Thierwechter of Oak Harbor.

Thursday, June 18, Meeting 9:30.

Address on Co-operation, by T. P. Riddle of Lima.

Discussion in the session on Federal Supervision of Grain Inspection.—Increased Revenue for Railroads.—The Proposed Charge for Spotting Service.

Reports of Special Committees.

Election of Officers.

Adjournment.

Entertainment a-plenty has been provided both for the dealer and his family or friends. The convention headquarters will be the Breakers Hotel.

TRANSPORTATION

The Chicago, Indiana & Southern Railroad, effective June 3, has applied its local basis of minimum weights on grain west of Chicago to Eastern Trunk Line territory.

A recent order of the Interstate Commerce Commission calls for through bills of lading from Ohio and Mississippi River gateways via rail and water through Mobile to Tampa, Fla.

The Louisiana Railroad Commission has been hearing arguments in the grain rate suits brought by the New Orleans Board of Trade against the railroads of that district, seeking a readjustment of rates.

The Pere Marquette has been given authority by the Interstate Commerce Commission to advance its break-bulk rates on grain shipped from Wisconsin points through Michigan to points east of Niagara Falls.

The Interstate Commerce Commission has ordered that the rates from Wichita, Kan., to Texas points be placed on the same basis as those from Kansas City and carriers are given until August 1 to make the adjustment.

On May 25, the Interstate Commerce Commission began its hearing of the complaints of the Hay & Grain Exchange of Pittsburgh and the Pittsburgh Produce Association relative to alleged discrimination in the matter of freight rates.

Proposed increases in ex-lake grain rates from Buffalo to Pittsburg and contiguous territory taking the same rates, varying from $7\frac{1}{2}$ to $8\frac{1}{2}$ cents per 100 pounds have been held unjustifiable by the Interstate Commerce Commission.

Grain dealers of Evansville, Ind., and of Henderson, Ky., have filed complaint against the Illinois Central Railroad, contending that discrimination in the matter of grain rates has been made against them and in favor of shippers at Memphis, Tenn., and Cairo, Ill.

Effective July 1, 1914, the lines from Chicago to the Ohio River will eliminate grain screenings from the grain products list and add the same to commodities taking grain rates. This involves a reduction of one cent per 100 pounds, but the minimum weight basis of grain screenings will be the same as provided for the particular grain from which the

screenings are derived as against the former minimum weight of 35,000 pounds on all grain screenings.

Suspension until October 3 of proposed grain rate increases from Milwaukee to New York, Boston and other eastern cities was ordered on June 4, by the Interstate Commerce Commission.

The result of the prolonged effort of the Produce Exchange, Toledo, Ohio, to secure a reduction in rates to the Atlantic seaboard in proportion to the through rate extended Chicago shippers, is favorable to the Toledo shippers, and the rates also apply to Detroit shippers.

The Interstate Commerce Commission on June 2, authorized the Minneapolis & St. Louis Railroad and the Illinois Central Railroad to continue present rates on grain, except flax seed and wheat and on flour and mill stuffs from Minneapolis and St. Paul to St. Louis and Chicago.

The Minnesota State Railroad and Warehouse Commission decided with reference to the petition filed by a number of grain growers and shippers for the cancellation of commission merchants' licenses, that such a course was not justifiable as no specific charges had been made against the elevator companies.

E. B. Boyd, manager of the Transportation Department of the Chicago Board of Trade, has advised concerning cars ordered that the Chicago & Alton Railroad effective June 12, has amended its rule to provide protection of actual weight, even though the car furnished might be loaded in excess of 110 per cent of the marked capacity of the car ordered. This basis of the Chicago & Alton is that now in effect via the Atchison, Topeka & Santa Fe, the Chicago, Milwaukee & St. Paul and the Wabash. The Chicago, Rock Island & Pacific Railway, effective June 23, provides that where the car furnished is loaded in excess of the maximum loading capacity of the car ordered, the minimum weight applying in connection with the cars of capacity next greater than that of the car ordered will be used. This rule will apply also to ears of 70,000 pounds' marked capacity. This basis of the Rock Island is that now in effect via the Chicago & Northwestern, the Chicago, St. Paul, Minneapolis & Omaha and the Chicago, Burlington & Quincy.

CHANGES IN RATES

These changes in rates affecting grain and grain products are furnished to the "American Grain Trade" by the General Traffic Association, Inc., 715 Fourteenth Street, N. W., Washington, D. C. If any of our readers feel that the present rates or those which are about to become effective are unjust, excessive or discriminatory, this company has agreed to take care of such matters before the Interstate Commerce Commission, at only a nominal cost.

Since our last issue the following new tariffs have been filed with the Interstate Commerce Commission, naming rates on grain and grain products with the I. C. C. numbers, effective dates and rates in cents per 100 pounds. (A) denotes advance and (R) denotes reduction.

Grand Trunk

Supplement 12 to I. C. C. No. 1343, May 29. Barley, buckwheat, corn, oats, peas (whole), rye, wheat, malt flake, brewers' dried grain, distillers' dried grain, rolled and pearl wheat and articles taking some rates from Montreal and Montreal Harbor, Que., to stations Portland, Maine, to Norton Mills, Vt., inclusive, 13 cents (R).

I. C. C. No. 2028, June 18. Grain and products from Duluth, Minn., Fort William, Port Arthur and Westfort, Ont., to St. John, N. B., and West St. John, N. B., flour, $14\frac{1}{2}$ cents; grain and products (except flour), $15\frac{1}{2}$ cents; to Halifax, N. S., flour, $15\frac{1}{2}$ cents; grain and grain products, $16\frac{1}{2}$ cents.

I. C. C. No. 2059, June 18. Grain and grain products from Duluth, Minn., Fort William, Port Arthur and Westfort, Ont., to Montreal, Que., applicable only on traffic consigned through to British and foreign countries, $14\frac{1}{2}$ cents.

Canadian Pacific

Supplement 9 to I. C. C. No. E1017, May 27. Corn, from Montreal terminals, Que., and Montreal wharf, Que., to Boston, Mass., and rate points, 13 cents (R).

I. C. C. No. E1696, June 16. From Goderick, Port McNicoll, Ont., and Detroit, Mich. (ex-lakes), to

Boston, Mass., and rate points as published in Canadian Pacific Railway I. C. C. No. E974, wheat, $7\frac{1}{2}$ cents; corn, 7 cents; barley (R), 6 cents, and oats, 4 cents per bushel, to Boston, Mass., N. Y., N. H. & H. delivery, and Hartford, Conn., Providence, R. I., and rate points, wheat, 8 cents; corn, $7\frac{1}{2}$ cents; barley, $6\frac{1}{2}$ cents (R), and oats, $4\frac{1}{2}$ cents per bushel (R).

Chicago, Rock Island & Pacific

Supplement 5 to I. C. C. No. C9630, May 31. Corn and wheat to Key West, Fla., when destined to Havana, Cuba, from Mahaska, Kan., Burlington to Limon, Colo., including Elwood to Bern, Kan., including Dubois to Harbine, Neb., including Whiting, Kan., to Reynolds, Okla., including Dow to Texola, Okla., including Clinton to Strong City, Okla., Blood Spur to Maney Junction, Okla., 10 cents per 100 pounds higher than rates named to New Orleans, La., for export.

Supplement 11 to I. C. C. No. C9146, June 25. Brewers' grits and brewers' meal from Pekin and Peoria, Ill., to Ashland, Superior, Superior (Central Avenue), Wis., Duluth and Duluth (20th Avenue), Minn., and New Duluth, Minn., 18 cents.

I. C. C. No. C9668, June 27. Flour to Norfolk and Newport News, Va. (for export), from Abilene, Agenda, Kan., 34 cents; Albright, Neb., 27 cents; Beatrice, Kan., 31.35 cents; South Bend, Neb., 27.1 cents; Stuttgart, Kan., 35.25 cents; Limon, Colo., 47 cents; Liberal, Kan., 36.5 cents; Lincoln, Neb., 29.65 cents; Mankato, Kan., 34.75 cents; Beatrice, Kan., 31.35 cents; Enterprise, Kan., 34 cents; Topeka, Kan., 29 cents; Salina, Kan., 34.5 cents (also rates from other Colorado, Kansas and Nebraska points).

Supplement 4 to I. C. C. No. C9631, July 8. Wheat from St. Paul, Minneapolis and Minnesota Transfer, Minn., to Alexandria, La., 35 cents.

Great Northern

Supplement 5 to I. C. C. No. A1781, May 31. Flour to Hartford, Sandyville, Kimball, Whitebreast, Melcher, Purdy, Williamson, Chariton, Millerton and Corydon, Iowa, from Marshall, Minn., 15 cents; Yankton, S. D., 18 cents (R).

Northern Pacific

I. C. C. No. 5593, June 1. Wheat to be milled in transit at The Dalles, Ore., from Buffalo, McHenry, Leeds, Esmond, Turtle Lake, Wilton, Hazelton, Streeter, LaMoure, Bismarek, Mandan, Stanton, Dickinson and Beach, N. D., to San Francisco, Cal., $67\frac{1}{2}$ cents (R).

Supplement 9 to I. C. C. No. 5387, June 1. Wheat to be milled in transit at Lisbon, N. D., from Sheldon and Buttzville, N. D., to Minneapolis and Duluth, Minn., $15\frac{1}{2}$ cents (R).

Supplement 9 to I. C. C. No. 5432, June 5. Grits from Sioux City, Iowa, to Little Falls, Minn., 16 cents.

New York Central & Hudson River

I. C. C. No. B22949, June 1. From ex-lake Buffalo, N. Y., to Pelham Manor, Van Next, Woodlawn, West Farms, New Rochelle, Bartow, Mount Vernon, Pelham and other New York points, wheat, $6\frac{1}{2}$ cents; corn, $5\frac{1}{4}$ cents; rye, 6 cents; barley, $5\frac{1}{4}$ cents; oats, 4 cents, and flaxseed, $5\frac{1}{2}$ cents per bushel.

Missouri Pacific

Supplement 1 to I. C. C. No. A2503, June 1. Flour from Marshall, Mo., to Greenwood, Miss., 28 cents (R); from Claffin, and Red Wing, Kan., to Galveston, Texas, Mobile, Ala., New Orleans, Port Chalmette, Westwego, Westwego Elevators, La., Texas City, Texas (when for export), wheat, 26 cents; corn, 23 cents; to New Orleans, La., and rate points, wheat, 32.25 cents; corn, 29 cents.

Supplement 17 to I. C. C. No. A2311, June 24. Flaxseed and flaxseed screenings from St. Paul, Minneapolis, Minnesota Transfer, Minn., and rate points to Fredonia, Kan., 20.5 cents.

Illinois Central

I. C. C. No. A8619, June 1. Wheat, barley, corn, oats, rye and grain products between East St. Louis, Ill., St. Louis, Mo., and Wasson, Muddy, Harrisburg, 9.8 cents; Dorrisville, Ledford, 9.86 cents, and Carrier Mills, Ill., 9.22 cents.

Supplement 2 to I. C. C. No. A8608, June 3. Between Bever Siding, Tracts, Indian Creek, Berry Siding, Bertram, Palisades, Cornellton and Mt. Vernon, Iowa, and Chicago and Peoria, Ill., 17 cents; St. Louis, Mo., 18 cents; wheat, Chicago and Peoria, Ill., 13 cents; St. Louis, Mo., 15 cents; corn, rye, oats and barley, Chicago and Peoria, Ill., 11 cents; St. Louis, Mo., 13.5 cents.

Chicago, St. Paul, Minneapolis & Omaha

I. C. C. No. 3961, June 1. Malt and malt sprouts from Winona, Minn., to St. Paul, Minneapolis and Minnesota Transfer, Minn., 7.5 cents; from La Crosse, Grand Crossing, Onalaska, Lytle, Wis., Trempealeau, Wis., to St. Paul, Minneapolis, and Minnesota Transfer, Minn., 10 cents; from Stillwater, Minn., to Winona, Minn. (northbound), 7.5 cents; (southbound), 7.5 cents; from Stillwater, Minn., to La Crosse, Grand Crossing, Onalaska, Lytle and Trempealeau, Wis. (northbound), 10 cents and (southbound), 7.5 cents.

I. C. C. No. 3961, June 1. Wheat products and corn products from Hixton, Wis., to Neillsville, Wis., 7.5 cents; wheat and corn between Camp Douglas, Wis., and Necedah, Wis., 6.5 cents; wheat and corn applies only on shipments which originated beyond and which are cleaned, milled, malted or otherwise treated in transit at Winona, Minn., for points east thereof via the Chicago & Northwestern Railway from St. Paul, Minneapolis and Minnesota Transfer, Minn., to Winona, Minn., 4.5 cents; to La Crosse, Wis., 5.5 cents; wheat, corn, wheat products and corn products from Duluth, Minn., Superior, Superior (East End), and Itasca, Wis., to Bessemer, Mich., 10 cents; Amasa, Mich., Escanaba, Republic, Mich., 14.5 cents; from Mountain, Mich., 12.5 cents; wheat, corn, wheat products and corn products from Stanley, Wis., Milwaukee, Manitowoc, Fond du Lac and Oshkosh, Wis., 10.5 cents; wheat, corn, wheat products and corn products, when originated beyond or manufactured from grain originating beyond, from Chicago, Peoria and Waukegan, Ill., to St. Paul, Minneapolis and Minnesota Transfer, Minn., Duluth, Superior, Wis., when destined stations on the Canadian Northern Railway, Canadian Pacific Railway or Grand Trunk Pacific Railway, 12.5 cents.

Chicago, Milwaukee & St. Paul

Supplement 33 to I. C. C. No. A4416, June 1. Grain products and articles taking same rates from La Crosse, Wis., to Eau Claire, Wis., will also apply to intermediate points, 10 cents.

Supplement 139 to I. C. C. No. A9945, June 25. Grain products from Waukegan, Ill., to St. Paul, Minneapolis and Minnesota Transfer, Minn., 15 cents.

Supplement 23 to I. C. C. No. B2096, July 1. Between Kansas City, St. Joseph, North Kansas City, Independence, Sugar Creek, Mo., Atchison and Leavenworth, Kan., and Center Point, Urbana,

Cheney, Welsh, Brandon, Glory, Lamb, La., Port City, Birk, Gilbertville, Iowa, wheat, 14 cents; corn, rye, oats and barley, 11 cents (R).

Supplement 22 to I. C. C. No. B2460, July 1. Wheat, barley, corn, oats, rye and grain screenings from Chicago, Ill. (applies only on shipments originating beyond), to Galveston, Texas (for export), 25.5 cents; wheat from St. Paul, Minneapolis, Minnesota Transfer, Duluth, Minn., and Superior, Wis., to Galveston, Texas, Mobile, Ala., New Orleans, La., Port Chalmette, La., and Port Arthur, Texas, 24.5 cents (for export).

Canadian Northern

Supplement to I. C. C. No. W232, June 1. Corn from Port Arthur, Fort William and Westfort, Ont., to Duluth, 15 cents; St. Paul, Minneapolis and Minnesota Transfer, Duluth, Minn., 20 cents; grain screenings, oat hulls and elevator dust from Port Arthur, Fort William and Westfort, Ont., to Duluth, 12 cents; St. Paul, Minneapolis and Minnesota Transfer, Minn., 17 cents.

Minneapolis & St. Louis

I. C. C. No. B141, June 3. Corn, oats, rye and barley from Des Moines, Iowa (originating beyond), to East St. Louis, Ill. (when destined beyond), 8 cents; Cairo, Ill. (destined Southeast or Carolina territories), 10 cents, and to St. Louis, Mo. (when destined beyond), 8 cents (R).

Supplement 5 to I. C. C. No. B111, June 5. From Minneapolis, Minnesota Transfer and St. Paul, Minn. (when originating beyond), to New Orleans, Port Chalmette and Westwego, La., flaxseed, 38 cents; wheat, 27½ cents; flour and bran (for export), 19½ cents; flour (except for export), 27½ cents; grain products, 27½ cents; corn, oats, rye, barley, grain screenings, elevator dust, oat clips, refuse (flour and mill) and speltz, 22½ cents; to Key West, Fla., flour and bran (for export), 29½ cents; Gulfport, Miss., flour and bran (for export), 19½ cents; flour (except for export), grain products, 27½ cents; corn, oats, rye, grain screenings, elevator dust, oat clips, refuse (flour and mill), and speltz, 22½ cents; Mobile, Ala., flour and bran (for export), 19½ cents; flour (except for export), grain products, 27½ cents; corn, rye, oats, barley, grain screenings, elevator dust, oat clips, refuse (flour and mill) and speltz, 22½ cents; Memphis, Tenn., wheat, 20 cents; flour (except for export), 23½ cents; grain products, 22 cents; corn, oats, barley, grain screenings, elevator dust, oat clips, refuse (flour and mill), and speltz, 17½ cents.

Supplement 16 to I. C. C. No. B47, July 1. Between Peoria, Ill., and Beacon Junction, Excelsior, Givin, Pekay, Eddyville, Coalfield, Hickory, Maxon, Albia, Hocking, Iowa, corn, 11 cents (R); flaxseed, 12.5 cents; wheat, flour, 12.4 cents.

Supplement 8 to I. C. C. No. B80, July 1. Bran, chopped feed, corn meal, flour, gluten feed, gluten meal and screenings and shorts from St. Paul, Minneapolis, Minnesota Transfer, Minn., to Fort Smith, Ark., 28 cents.

Chicago, Indiana & Southern

Supplement 5 to I. C. C. No. 1595, June 3. Grain screenings, oat clippings, elevator dust and refuse from Sheff, Handy, Dunn, Stewart, Allison, Ind., Campbell, Ill., and other points to Owensboro, Ky., 8 cents (R).

Chicago, Burlington & Quincy

Supplement 7 to I. C. C. No. 10739, June 5. Flour and feed from Mendota, Ill. (on shipments originating beyond), to St. Louis, Mo., 8 cents (R); flour from Chicago, Ill. (on shipments originating beyond), to Streator, Ill., 5 cents (R).

Chicago & Northwestern

I. C. C. No. 7556, June 6. Grain products to St. Louis, Mo., East St. Louis, Ill., and rate points from New Ulm, Minn., 18.5 cents; Oakes, N. D., 24.5 cents; Arlington, S. D., 21.5 cents (R); Huron, S. D., 24.5 cents; Aberdeen, S. D., 24.5 cents, also rates to other points.

I. C. C. No. 7560, June 30. From Council Bluffs, Iowa, Omaha and South Omaha, Neb. (when originating beyond or when manufactured at those points from grain, seeds or other ingredients originating beyond), to Newport News and Norfolk, Va. (for export), "Algrain" food, bran in bulk, bran in sacks, bran flax in bales or sacks, bran rice, brewers' meal, "Cerealine," "Ceroflake," chaff rice, chop corn and oats, cob meal, corn flakes, corn meal, cracked corn, ground corn, and articles taking same rates, 21 cents; "Cream of Wheat," and cracked wheat, flour made from grain only, "Mother's Wheat Hearts," pearl barley, "Pearl Wheat," "Pillsbury's Best Cereal," rolled wheat, "Wheatlet," 22 cents (R).

New York, New Haven & Hartford

I. C. C. No. F1382, June 8. Starch from New Bedford, Mass., to Goodrich, Maine, 26 cents (R).

C. E. Fulton, Agent for Chicago & Ohio River Committee

I. C. C. No. A107, June 10. Flour from Chicago, Dolton, Forest Hill, Joliet, Kankakee, Riverdale, Stony Island, Washington Heights, West Pullman, Ill., to Knoxville, Pa., 29 cents; buckwheat flour, pearl barley, potato flour, prepared flour, rye flour

and wheat flour from Minneapolis, Minnesota Transfer, Minn., and St. Paul, Minn., to Knoxville, Pa., 37 cents.

Supplement 14 to I. C. C. No. A93, July 1. Grain, coarse, viz: barley, buckwheat, corn, grain screenings, Kaffir corn, milo maize, pop corn, oats, rye, speltz and wheat from Chicago, Ill., and rate points to Indianapolis, Ind., 9 cents; Cincinnati, Ohio, Evansville, Jeffersonville, Ind., Madison and New Albany, Ind., 11 cents; Louisville, Ky., 12 cents; Owensboro, Ky., 14 cents; by-products of grain from Chicago, Ill., and rate points to Indianapolis, Ind., 6 cents; Cincinnati, Ohio, Jeffersonville, Madison and New Albany, Ind., 8 cents; Louisville, Ky., 9 cents, and Owensboro, Ky., 11 cents (R).

Oregon Short Line

I. C. C. No. 1925, June 11. Barley, corn (except pop corn), grain screenings, oats, rye and wheat from Montpelier, Idaho, to Silver Bow, Butte and Anaconda, Mont., 25 cents.

Wabash

Supplement 1 to I. C. C. No. 3582, June 15. Grain and products between Kansas City, Mo., and Burlington Junction, Mo., flaxseed, 12 cents (A); wheat, 11½ cents; corn, rye, oats and barley, 9 cents.

St. Louis & San Francisco

I. C. C. No. 6706, June 15. Flaxseed from Kansas City, Mo. (originating at St. Paul, Minneapolis or Duluth, Minn.), to Fredonia, Kan., 10 cents; to Oklahoma City, Jones, Spencer, Gregei and other Oklahoma points from Kansas City, Mo., and rate points, wheat and articles taking same rates, 17½ cents; corn and articles taking same rates, 16½ cents; from Omaha, South Omaha, Nebraska City, Neb., and Council Bluffs, Iowa, wheat and articles taking same rates, 23 cents; corn, and articles taking same rates, 22 cents.

Lehigh Valley

I. C. C. No. Z9808, June 15. Oats (ex-Argentine) from New York Harbor (alongside vessel), to Akron, Ohio, 14 cents, and Peterboro, Ont., 15 cents.

Richmond, Fredericksburg & Potomac

I. C. C. No. 939, June 23. Export flour from Richmond, Va., to New York, N. Y., 11½ cents, and export flour and bran from Richmond, Va., to Canton and Jackson's wharves, Baltimore, Md., 3 cents.

I. C. C. No. 940, June 23. Export flour from Richmond, Va., to New York, N. Y., 11½ cents; export flour and bran from above point to Locust Point, Baltimore, Md., 3 cents.

Erie

I. C. C. No. 11581, July 29. Grain and grain products from Brooklyn and New York City stations, Long Dock, Jersey City, N. J., Hoboken, N. J., to Allamuchy, Alphano, Andover, Belvidere, N. J., 9 cents; Butzville, Cox Siding, DeKays, Franklin Junction, Great Meadows, Hamburg, Hart's Siding, Huntsville, Lake Grinnell, Ling Bridge, McAfee, Monroe, Mulford, Request, Sparta Junction, Townsboro, Tranquility, Vernon, Woodruff's Gap, N. J., 9 cents; Burnside, East Chester, Farmingdale, Girarde, Greycourt, Hamptonburgh, Lake, Maybrook, New Milford, Sugar Loaf, Warwick, Wisner, 9 cents.

Chicago & Alton

Supplement 7 to I. C. C. No. A531, June 30. From Kansas City, St. Joseph, Mo., and Elwood, Kan. (originating beyond), to South Cedar City, wheat, 9 cents (A); corn, 8 cents (A); Jefferson City, wheat, 9 cents; corn, 8 cents; to Poland, Mo., wheat, 9 cents; corn, 8 cents (R).

Southern Pacific

I. C. C. No. 3559, June 30. Flour in lots of not less than 10,000 pounds from Reno, Nev., to Heslip, 25 cents; Sutcliffe, 27 cents; Bristol, 29 cents; Zenobia, 31 cents; Flanigan, Nev., 31¼ cents; Stacey, Cal., 35 cents; Westwood, 35 cents; Amedee, Caloreta, 25 cents; Litchfield and Susanville, Cal., 30 cents.

Pennsylvania

I. C. C. No. GO-5528, July 1. Grain and products from Blasdel, Buffalo, Lackawanna, Roland and Winchester, N. Y., to Staunton, Va., 16½ cents (R).

Minneapolis, St. Paul & Sault Ste. Marie

I. C. C. No. 3482, July 1. Corn, rye, oats and barley from Minneapolis, St. Paul and Minnesota Transfer, Minn., and stations on the Wisconsin and Peninsula Divisions in Michigan, Wisconsin and Minnesota to Manistique, Mich. (when destined points beyond to which no through rates are in effect), 7½ cents.

Michigan Central

I. C. C. No. 4528, July 1. Flour and grain products and grain in sacks (for domestic use) from Port Arthur and Fort William, Ont., to Albany, N. Y., 17½ cents; Baltimore, Md., 18 cents; Boston, Mass., 20 cents; New York, N. Y., Philadelphia, Pa., 18 cents; Rochester, Syracuse, 15 cents, and Utica, N. Y., 16 cents (R).

The new giant steamer *W. Grant Morden* launched in April at Port Arthur, Ont., is the largest vessel ever built in Canada. She will have a capacity of 580,000 bushels of wheat.

GRAIN TRADE PATENTS

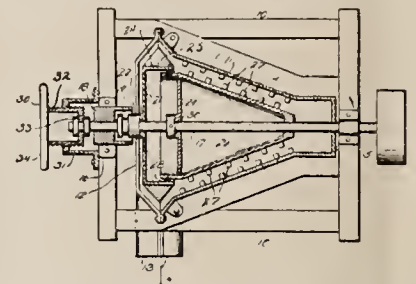
Issued on May 12, 1914

Feed Device for Bean-Picking Machines.—Charles E. Smith, Saginaw, Mich. Filed June 6, 1913. No. 1,096,399.

Grain-Door for Railway-Cars.—Charles M. Kemper, Kansas City, Mo. Filed July 9, 1913. No. 1,096,037.

Corn-Sheller.—James W. Morrison, Buffalo, N. Y. Filed March 19, 1913. No. 1,096,554. See cut.

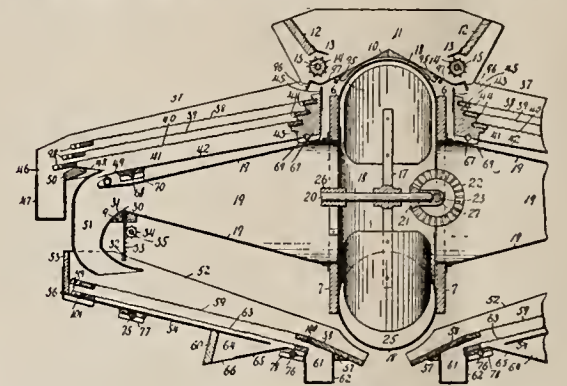
Claim.—A corn sheller including a shaft, a fan mounted on said shaft, said shaft being longitudinally movable with respect to said fan, a sheller having a portion



thereof embraced within the periphery of said fan and slidably mounted upon said shaft, and means including a screw threaded operating plug for adjusting the longitudinal movement of said shaft.

Double Suction Grain Cleaner and Grader.—Warren Watts, Hayes Township, Clay County, Kan. Filed January 19, 1912. No. 1,096,335. See cut.

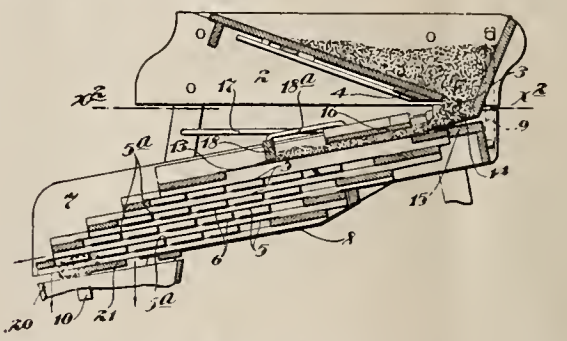
Claim.—A suction cleaner and grader comprising a frame, a suction fan, substantially horizontal, straight side passages leading directly to the fan, upper and lower screen casings carrying inclined screens, and a



substantially vertical chute between the upper and lower screen casings having one side open to the said straight, horizontal side passages leading to the fan and means for shaking the screens and operating the fan.

Feeding Device for Grain-Separators.—Anton S. Frosliid and Gunerius Trosseth, Minneapolis, Minn. Filed September 16, 1912. No. 1,096,706. See cut.

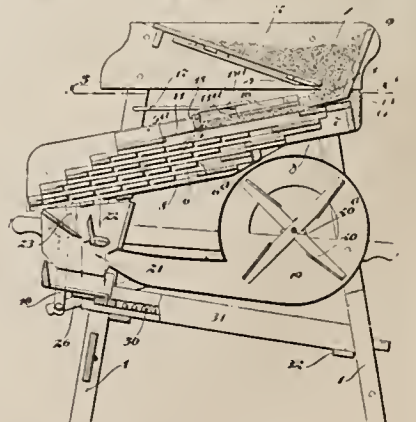
Claim.—The combination with an inclined vibratory screen, of a supply hopper having an opening in its bottom and provided with a throat plate underlying



its discharge opening and delivering directly onto the upper end of said screen, and elements affording a banking chamber that overlies said screen, extends downward on said screen from said throat plate and holds a body of stock on a predetermined definite area of said screen.

Grain-Separator.—Anton S. Frosliid, Minneapolis, Minn. Filed September 16, 1912. No. 1,096,707. See cut.

Claim.—In a grain separator, a gang of superimposed perforated sheet metal sieves inclining in a common di-



rection and having alternated perforate and imperforate transversely extended zones, and a series of interposed rigid dividers inclining in the same direction as said sieves and having upper edges that extend from

imperforate zones of an overlying sieve and having lower edges arranged to deliver onto imperforate zones of an underlying sieve.

Metallic Bin.—Malcolm J. McMartin, Duluth, Minn., assignor to the Duluth Corrugating & Roofing Company, Duluth, Minn., a corporation of Minnesota. Filed December 1, 1909. No. 1,096,312.

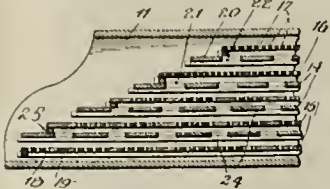
Issued on May 26, 1914

Bean-Sorter.—James A. Gardner, Alma, Mich. Filed February 20, 1914. No. 1,097,754.

Car-Mover.—William Lewis Chittum, Spring Hill, W. Va. Filed March 16, 1914. No. 13,734. Original No. 1,034,081, dated July 30, 1912.

Wheat-Grader for Fanning-Mills.—John E. Barnwell, Elkton, S. D. Filed October 14, 1912. No. 1,098,079. See cut.

Chalm.—A wheat grader for fanning mills embodying sieves and slatted frames co-operating therewith, said



sieves having a plurality of diagonal rows of perforate portions and intermediate imperforate portions.

Seal for Cars and Other Purposes.—Leon J. Campbell, Chicago, Ill., assignor to The Campbell Industrial Company, Chicago, Ill., a corporation of Illinois. Filed April 17, 1909. No. 1,097,913.

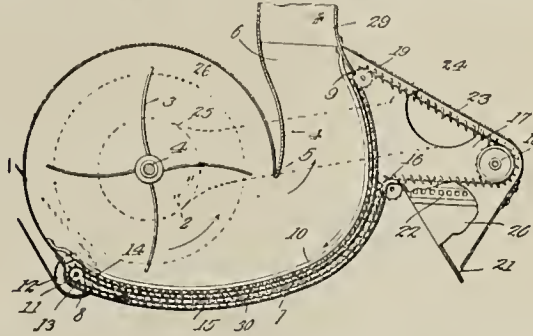
Feed-Regulator for Shelling and Defibering Machines.—Walther Martin, Bitterfeld, Germany. Filed February 27, 1912. No. 1,097,658.

Issued on June 2, 1914

Elevator-Bucket Chain.—Oliver B. Finn, Colorado Springs, Colo. Original application filed May 9, 1911; divided and this application filed June 26, 1912. No. 1,098,564.

Grain-Separator.—Homer F. Hutton, Jeffers, Mont. Filed July 31, 1913. No. 1,098,803. See cut.

Claim.—A grain separator, having a main fan casing for receiving the straw to be stacked, means mounted therein and operating in an opposite direction to the



blast from the fan to convey the grain precipitated by the blast and the centrifugal action imparted thereto by the fan, means for receiving the separated grain, an auxiliary means for removing the chaff and finer particles from the separated grain, and a common stack leading from the latter means and the main fan casing.

to cattle. Should American exporters be able to work up a trade in other districts and, may be, reach the Paris market, by importing in steamer lots, Rouen is well placed for transshipping goods by barges to Paris, and it is connected by canals with the most important centers of France.

CHICAGO HAY MARKET

Albert Miller & Co. report on June 10:

"Timothy receipts have increased somewhat this week and especially of the lower grades. Arrivals of No. 2 timothy and mixed hay somewhat in excess of the demand, a slight accumulation showing. This has also had a slightly depressing effect on the better grades, causing a lowering of values. This is only temporary, however, and we advise shippers to keep moving their hay. The outside demand will take the present surplus as soon as apprised of same. We continue to sell from five to ten cars daily to outside buyers.

"Arrivals of marsh hay larger while demand not so good as last week. Western prairie still in light supply with prices unchanged.

"There is no alfalfa on the market. There is some demand and a few cars shipped promptly would sell readily."

HAY IN THE NETHERLANDS

According to consular reports, the Netherlands produce enough hay for domestic use ordinarily, but four years ago there was a very poor crop, owing to heavy rains, and it was found necessary to import considerable quantities from the United States, Canada, Sweden and Norway. However, when the crop is normal, much hay is exported to England and Germany, but, at present, owing to the prevailing foot-and-mouth disease in Holland, England has prohibited the importation of Dutch hay.

Alfalfa is not used in the Netherlands, probably because the hay used in this country is not cut up, but in the Rhine Provinces in Germany there is a good demand for alfalfa, which is fed the stock mixed with ordinary hay. There is no duty on hay in the Netherlands. The average price per ton of 2,240 pounds for first quality hay is \$14.60 to \$19.47; for cheaper grades \$9.73 to \$14.60. The prices are all for hay in pressed bales. For horses ordinary meadow hay is used, and for cattle a finer kind, coming chiefly from the Province of Zealand.

ST. LOUIS HAY MARKET

The Martin Mullally Commission Company, of St. Louis, Mo., says concerning the hay market on June 5: "The movement on hay here the last few days was very free, and the market is pretty well cleaned up on all grades, and while there is no advance to note in prices, the feeling is much stronger, and we advise prompt shipments, as we believe that shipments made now will arrive here in a good time to sell at possibly a higher range of prices than the present quotations. Clover hay is in light offerings, and No. 1 and choice are scarce and wanted.

"Prairie hay is in scant offerings, and demand urgent for No. 1 and choice. There is a fair demand for the lower grades of prairie. The market here at present is bare of all grades of prairie and the trade is unsupplied, and we advise prompt shipments. New prairie if offered would meet ready sale at good prices. There has been practically no new upland prairie coming in on the market as yet, and shippers that have some prairie on hand, should make a special effort to get it in promptly, as fresh arrivals will meet ready sale at good prices.

"Alfalfa hay is in good demand, there has been very little coming in during the week, and most everything offered met ready sale at a high range of prices, and the market at present is practically bare of all grades, and in a good condition for fresh arrivals, and we advise prompt shipments."

GERMAN IMPORTS OF HAY

The demand for imported hay in Germany varies greatly from year to year, according to consular reports, and, while the United States receives a part of this trade, Holland, France and Austria obtain the lion's share. Alfalfa is not well known in Germany but is growing in favor, although it does not command the price of timothy hay. In 1912, when high prices were prevailing in Germany, 4,590 tons of alfalfa are said to have been imported from South America upon which the importers suffered great loss.

A part of this shipment remained unsold owing to its broken condition, it is stated, the German market requiring hay of natural length. The normal German bale weighs from 132.27 to 154.32 pounds and is 19.68x23.62x39.37 inches in size. The opening of the Panama Canal may make it profitable for Pacific Coast shippers to compete for Germany's hay trade with other producing regions. Green fodder, hay, dry clover and dry feed not otherwise mentioned, straw and chaff, also chopped straw, may be imported free of duty into Germany from the United States. Although Germany produced 28,250,115 metric tons of hay in 1910, and 19,975,324 tons in 1911, 131,996 tons of hay and green fodder products (including clover and alfalfa), valued at

HAY, STRAW AND FEED

A feed store has been opened at Carlisle, Ky., by F. H. Henry.

John Eliot has sold his flour and feed business at Centuria, Wis., to L. Lumsden.

Oliver C. Peterson will engage in the flour and feed business at Butterfield, Minn.

C. M. Stafford, of Sallisaw, Okla., has opened a flour and feed store at Poteau, Okla.

Thomas Jackson has purchased the feed store of D. O'Donnel at Bonner Springs, Kan.

Philo S. Harris has purchased the feed store at Texahoma, Okla., from A. C. Campbell.

Ross Cochran, of Yellville, Ark., has removed to Zinc, Ark., to open a flour and feed store.

Thomas Enright has sold his flour and feed business at Manson, Iowa, to M. J. Hogoboom.

Arthur E. Cowling has sold his flour and feed business at Toronto, Ont., to Bruce T. Parker.

H. H. Niemann has opened a wholesale and retail feed business in a warehouse at Elsinore, Cal.

The Woody-Evans Company, flour and feed dealers at Lynchburg, Va., have moved into their new building.

J. N. Kirker, former flour and feed dealer at Elwood City, Pa., has resumed business at his old location.

The feed store of the Warren Mill Company at Warren, Pa., has been taken over by the Warren City Mills.

F. J. Costello, of Date City, Cal., has purchased a site at Calipatria, Cal., on which he will erect a feed and grain store.

The Mesilla Farms Company is building a hay storage warehouse at La Tuna, Texas. The building is of adobe construction.

W. & C. McCune, flour, feed and grain dealers at Pittsburgh, Pa., have discontinued their retail business but will continue the wholesale business.

Frank Talmage, Jr., who operates a large hay warehouse at Roswell, N. M., has installed a hay elevator in the building to be operated by electricity.

A hay warehouse, 50x70 feet on the ground, will be erected at Halstead, Kan., by Frezel & Smith, hay dealers. The building will be of hollow tile construction.

The Mahood Hay & Grain Company, of Pittsburgh, Pa., has gone out of business, and William Mahood is now connected with the grain firm of R. D. Ellwood & Co.

The Henderson Grain & Feed Company has been incorporated at Henderson, N. C., with a capital stock of \$10,000. The incorporators are J. S. Poythress, A. R. Church and Harry E. Poythress.

John O. Reed, of Whitehall, Mich., has opened a feed, grain, produce and general commission business at Montague, Mich., and will build a warehouse in connection with his present establishment. A. Youngquist, of Whitehall, who has been con-

nected with the feed business for 30 years, will have charge of the new enterprise at Montague.

Edinger & Co., who have been engaged in the hay, grain, feed and flour business at Louisville, Ky., for the past 33 years, have sold their interest in the flour business to John H. Shine & Co.

The American Hay Company has been incorporated at Goshen, Ind., with a capital stock of \$10,000. The directors are H. E. Johnson, R. R. Rockwell and C. B. Rockwell.

The Weber Hay & Grain Company, of Cincinnati, Ohio, has awarded a contract to the Burrell Engineering & Construction Company, of Chicago, for the remodeling of its elevator throughout.

The American Feeding Products Company has been incorporated at Norfolk, Va., with a capital stock of from \$10,000 to \$50,000. A. G. Winter is president of the company and P. S. Cotten is secretary.

Adams & Gloom have sold their hay and feed business at Santa Cruz, Cal., to W. Burnett, of Bakersfield, Cal., who is associated with A. W. Bannister, of Los Angeles, Cal., a large exporter of hay and grain.

According to consular report, the hay crop in Sicily during 1913 was exceptionally abundant, the quantity harvested being returned at 1,173,300 tons against 985,200 tons in 1912. A short hay crop is expected for 1914, as there was a lack of rain during the winter months.

The Samuel Walton Company, of Pittsburgh, Pa., says on June 5: "We continue to have light receipts of No. 1 timothy hay, with all arrivals of the same finding ready sale and the same may be said of good No. 2 timothy. Low grade hay such as No. 3 timothy hay continues very undesirable, also there is little or no demand for clover or clover mixed hay. We continue to have light receipts of fine prairie packing hay which has caused an advance in price with all arrivals finding ready sale. There are light receipts of oats straw with an urgent demand for the same. There is a fairly good supply of oats with prices holding steady. The receipts of ear corn are increasing and to such an extent that prices now are affected and the demand light."

A FRENCH HAY MARKET

Consular reports from the Rouen district of France state that this part of that country produces more hay than it needs, and therefore not only supplies the Paris market but also ships to the near-by districts. The various grades of hay are the ordinary grass hay, also lucern and various kinds of clover. Horses and cattle, when not left in the meadows, are fed on hay until spring and then on green feed. Alfalfa is not known here.

Hay is seldom baled in this district but usually packed in bunches weighing 11.02 pounds. Normans and especially farmers, being very conservative, object to the baling, giving the preference to small bundles which, they claim, are easier to be fed

\$1,787,856 were imported in 1911, and 130,665 tons, valued at \$1,769,530 in 1912.

THE ENGLISH ALFALFA MARKET

Very little alfalfa has been appearing on the English markets recently as some time ago England placed an embargo upon the importation of hay from certain foreign countries, not including Canada and the United States. Before the restrictions were inaugurated, alfalfa from South America supplied the Liverpool market. According to consular reports, there is now a favorable market for good North American alfalfa.

A large quantity of hay is shipped from Canada to Liverpool, which is said to be of good quality and suitable for requirements. The market is also supplied with a large amount of Irish hay, in addition to the local production. Certain samples of alfalfa meal submitted for English inspection recently were said to be too dry and finely cut. It was suggested that, to be suitable, meal should be produced in lengths of one-half inch to three-fourths inch.

Three firms interviewed as to market conditions expressed a desire to hear from American producers of alfalfa and alfalfa meal and one

would like to receive samples, prices and fuller particulars about alfalfa seed. The addresses may be secured from the Bureau of Foreign and Domestic Commerce, Washington, D. C.

THE BELGIUM HAY MARKET

According to consular reports, Belgium does not produce sufficient hay and alfalfa for use in that country, while the demand is increasing, owing to the growth of the Belgium army and other reasons. As Belgium is not an agricultural country, it is not able to meet this need, and alfalfa and other hay are imported from France, Germany, Holland and the United States.

It is thought that following the opening of the Panama Canal alfalfa from the Pacific Coast and American compressed hay may be successfully exported to Belgium. The average prices paid for hay are 7 francs (\$1.35) to 9 francs (\$1.74) per 100 kilos (220 pounds) or \$17.40 per ton of 2,200 pounds for the best quality. The better qualities are used for horse and the rest for cattle feed. There is no duty on hay or alfalfa on their entry into Belgium. It is interesting to know that alfalfa is in general use in Belgium, and that the value of last year's crop was \$1,521,220, derived from 33,315 acres.

to an act passed by the last legislation. Twenty-five pounds or more will be allotted to each county and individual farmers, upon certain conditions, can secure an ounce of the seed for propagation by applying for the same up to the limit of the county's quota. The remainder of the shipment will be disposed of as is thought best for the benefit of the agricultural interests of the state. Aside from the alfalfa seed imported from Siberia, the college has about 1,000 pounds of seed of hardy strains, as a result of last year's transplanting of alfalfa plants in different parts of the state. This will also be distributed.

The Smith Brothers Seed Company has opened a new seed and feed store at Atlanta, Ga.

O. Gandy & Co., of Denver, Ind., will install a clover seed cleaner in their elevator this summer.

The Blackman & Griffin Company, of Ogden, Utah, contemplates improvements in its plant, including the enlargement of its alfalfa seed cleaning department.

G. S. Mann & Co., of Chicago, have been incorporated with a capital stock of \$20,000, to deal in seeds, grain, etc. The incorporators are G. S. Mann, F. A. Jost and John H. Coulter.

J. Bolgiano & Son, seed dealers at Baltimore, Md., are making an effort to aid the unemployed by the establishment of a free employment bureau. Rec-

FIELD SEEDS

SESAMUM TRIED OUT IN CANADA

The Saskatoon Board of Trade recently received from China a bag of seeds known as Sesamum, which will be distributed among the experiment stations of Western Canada to test its profitable cultivation in this country.

Sesamum resembles flaxseed in shape, and is one of the most valuable plant products of the Orient, the oil from the seed is as varied in its uses as coconut oil, being used in medicine, as a food, and in manufacturing. If the plant can be made to bear prolifically it will become a valuable addition to our crops.

RECORD-BREAKING ALFALFA

Professor Spragg of the Michigan Agricultural College has raised a record-breaking alfalfa plant, which yielded 80.5 grains of seed, said to be a phenomenal return. Professor Spragg has been experimenting with alfalfa to produce a plant which will thrive under Michigan weather conditions, and his plant has produced the equivalent of 35 bushels of seed to the acre. With the growing demand for alfalfa as a livestock food, the production of hardy alfalfa in the Central States may eventually contribute to lower meat prices. At any rate, as a stock food it is growing in favor and the acreage is said to be increasing with each advancing season.

MANILLA HARVESTS BUMPER RICE CROP

The Bureau of Agriculture of the Philippine Islands has recently issued a report of the rice crop of the last year, which is said to be the largest that has been harvested in some years, and just double in amount the crop of the previous year. As a result the rice importations to Manila fell off about 176,000,000 pounds, representing in value more than \$2,500,000. While such a crop is of great benefit to the Islands, the Bureau of Agriculture is attempting to substitute corn culture for that of rice, as the corn crop, under the weather conditions prevailing, would be subject to much less fluctuation than rice, and the occasional famine years following a failure of the rice crop would be eliminated.

THE "ORIGINAL" CORN FOUND

The Department of Agriculture is testing this spring a new variety of corn or, rather, a variety so old that its individual characteristics were lost before any crop records were kept by the Government. This corn is the ceremonial grain of the Cherokee Indians and in their language is called "the Old Woman." It was discovered by James Mooney, of the Bureau of Ethnology, in his investigation of the written language of the Cherokees. The name for corn was "selu," while the suffix "ya" in their vocabulary meant "the original." Finding these words in combination in several places in the Indian records, led him to make inquiries concerning "the Old Woman," with the result that he found a member of the tribe who still raised it. Mr. Mooney secured samples and they will be grown by the Government to see if new characteristics can be evolved from them.

The nearest approach to the variety obtained from the Cherokees is a corn which was grown by the Tuscararas in New York. About 200 years ago the Tuscararas and the Cherokees were neighbors in South Carolina, but since the former mi-

grated north they have not been in contact. No doubt the ceremonial corn of each nation came from the same source more than two centuries ago, and each has been kept as nearly intact as possible because of the sacred nature of the grain which is held to have celestial origin, according to the Indian legends.

FLAX SEED SITUATION

In a recent issue of the "Commercial West," the flax seed situation is discussed and certain statistics have been compiled by one interested in the trade. According to this table, it will be necessary for the United States to import 12,000,000 bushels of flax seed this year, if the consumption for 1914 is the same as that for 1913. This seems to be a serious problem, when it is known that there has been a shortage of supply in several countries.

The Russian crop was the same last summer as the previous year. The Indian crop is 5,000,000 bushels short and the maximum estimate of the Argentine crop is 35,000,000 bushels, compared with a surplus of 42,000,000 bushels the previous year. Last summer Canada harvested 15,000,000 bushels of flax seed, of which 1,000,000 is required for seed, 2,000,000 bushels have been shipped to Europe and 2,500,000 is required for Canadian consumption. This leaves 9,500,000 bushels for export, and during the last crop year, when Canada had 12,000,000 bushels more than the present season, Europe took 17,000,000 bushels.

DISTRIBUTION OF HARDY SEED

At the meeting of the Board of Regents at Brookings, S. D., last month, an order was issued for the distribution of seed from the hardy alfalfa recently secured by Prof. N. E. Hansen on his last trip to Siberia. About 2,000 pounds of the 3,200 which arrived will be set aside for propagation and distribution in every county in the state according

Grain and Seeds

HAY AND GRAIN WANTED

Wheat, corn, oats, hay, straw, milling buckwheat, bran, middlings, red dog, potatoes. C. T. HAMILTON, New Castle, Pa.

SEEDS BY THE BUSHEL OR CARLOAD FOR SALE

Grass seeds of all kinds, cleaned and ready to sow. Alfalfa, alsike, red clover, sweet clover, brome grass, cane, millet, rape, speltz, barley, or anything in the seed line. Write for prices or come and inspect the seed. CAMPBELL'S SEED HOUSE, 100 5th St., Seward, Neb.

SEEDS WANTED

We solicit correspondence from shippers or dealers who are in position to offer us, or can secure for us, Timothy, Red, Alsike or Alfalfa, Clover, Millet, Red Top or other Field Seeds. Write us, with crop news, samples, and other information as to production of seed and approximate values in your section. Please refer to this advertisement.

ILLINOIS SEED CO.

1521-1535 Johnson St.

CHICAGO, ILL.

SEEDS

Grain, Clover and Grass Seeds,
CHAS. E. PRUNTY,
7, 9 and 11 South Main St. SAINT LOUIS

The ALBERT DICKINSON COMPANY

GRASS SEEDS FIELD

To Meet Demands Of

PURE SEED LAWS

Chicago

Minneapolis

ords of the men seeking employment will be secured and kept, and farmers will fine co-operation in their demand for harvest hands.

C. C. Waggoner & Bro. have established a new seed and grocery house at Nashville, Tenn. Seth P. Gibson, who has been associated with the seed business of Nashville for 20 years, is buyer for the firm.

The Mangelsdorf Brothers Seed Company, of Atchison, Kan., expects to have its new concrete and brick warehouse and office building complete about December 15. The building will be 100x150 feet on the ground and three stories high with a basement.

The Robbins-White Company, of Milton, Del., has been incorporated with a capital stock of \$50,000. The company will deal in seeds, grain, etc., and the incorporators are John M. Robbins and Oscar S. Betts, of Milton, Del., and Wallace White, of Georgetown, Del.

Emmer, as a ground or whole grain stock feed, ranks equally with oats and barley and in sections where these grains cannot be successfully grown emmer proves a good crop producer, in fact in good seasons yields of 100 bushels to the acre may be obtained although this is more or less exceptional.

Recently, exhibition has been made in central Kansas of winter emmer, a grain which has been known to be a profitable crop producer in various sections for 15 or 20 years. It is a hardy grain, hav-

ing good drought and rust resisting qualities. It has proven to be a sub-specie of wheat, but upon threshing it does not lose the burr and the spikelets, and also has beards in certain varieties.

Southworth & Co., of Toledo, Ohio, send the following communication concerning the seed market on June 11: "Clover is acting natural during June which is a month of advances. The season's highest prices have been registered. Opposition is lacking. The bears want to have more assurance about the new crop, especially as the damage period is ahead. Seed may advance to \$9 without calling out serious interference. Reports indicate slightly decreased acreage compared with last year. Conditions are generally favorable. Some sections are complaining of dry weather."

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

ELEVATORS AND MILLS

FOR SALE

Elevator, coal sheds and hay warehouse located in good hay and bean section of Central Michigan. Reason for selling, to settle estate. For further particulars write LEWIS, HORTON & CO., Mt. Morris, Mich.

FOR SALE—OHIO ELEVATOR AND FEED MILL

Located in the fertile Miami Valley at Goes, Ohio. Six miles from Xenia, 17 miles from Dayton, on private switch from the main line of the P. C. C. & St. L. R. R., also on traction line. Located on 26 acres of finest pasture land in State of Ohio. River through property and under absolute control with private new \$2,500 concrete dam. Three stories, water power, equipped with mixers, grinding machinery, automatic scales, cleaners, clippers, etc.; wagon dump; bin capacity 25,000 bushels. No competition. Station will handle 100 cars wheat alone this crop. Milling-in-transit is accorded by railroad on grain bought at Chicago and west on through rate to Eastern markets from point of origin, making you not dependent on local crops for milling grain. Comfortable new 4-room bungalow goes with property. Investment stands original owner \$17,000. Will sell for \$7,500, liberal terms. OHIO ELEVATOR & FEED MILL, Box 6, care "American Elevator and Grain Trade," Chicago, Ill.

MACHINERY

FOR SALE

50-horsepower two-cylinder horizontal Badger Gasoline Engine, \$485. One hundred other sizes and styles. State your power needs. BADGER MOTOR CO., Milwaukee, Wis.

Edward P. McKenna

John A. Rodgers

McKENNA & RODGERS COMMISSION MERCHANTS

Grain and Provisions, Shippers of Corn and Oats

61 Board of Trade, CHICAGO

Consignments given
Special Attention

Phone
Harrison 7228

Orders in Futures
carefully executed

FOR THOSE WHO ARE INTERESTED IN GRAIN

We have prepared three Wagner 1914 crop raising season circulars on wheat, corn and oats, containing weather data, causes of damage, former crop raising history, complete statistics of old crops and consumption. Sent FREE. Mention this paper. Also ask for Grain Investments.

E. W. WAGNER & CO.

Grain, Security and Cotton Investments
BOARD OF TRADE—CHICAGO
Est. 27 Years—References: All Trade Bureaus

FOR SALE

Machinery and equipment complete of 1,500-barrel mill, Nordyke & Marmon Sifter System; is all nearly new, having been used only two years. Will sell all together, or any part of same. The equipment includes 150-horsepower Hamilton Corliss Engine and one 1,000-horsepower Reynolds Corliss Engine, vertical. HARTZ MACHINERY CO., 316-326 N. 17th St., Philadelphia, Pa.

REFITTED SCALES FOR SALE

One 1,000-bushel hopper scale.

Wagon scale, 8-ton capacity, platform 16x8', compound beam.

Wagon scale, 6-ton capacity, platform 15x8', compound beam.

Wagon scale, 10-ton capacity, platform 16x8', compound beam.

Dormant scales from 1,500 to 6,000 pounds' capacity both with single and double pillars of all makes.

Portable roller mill and wheelbarrow scales of different capacities.

All wagon scales are Buffalo makes, balance different makes. All are refitted. Write for prices. BUFFALO SCALE CO., 15-17 S. Clinton St., Chicago, Ill.

Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

WANTED

Information regarding elevator or mill for sale. Send description. NORTHWESTERN BUSINESS AGENCY, Minneapolis, Minn.

FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

SELF-RISING FLOUR—IT IS TAKING THE DAY

The laboring man is demanding it. It saves labor and expense to the housewife. All the housewife has to do is to add lard or other shortening and make a dough with water or sweet milk. Anyone can take my Recipes and make as good Self-Rising Flour as the Big Mills are making. You can buy your flour and make your own self-rising flour. One man started in Tennessee five years ago with a small office room to mix his flour in and now he is manufacturing one thousand barrels a day. There is a fortune in the business for the man that acts quickly. Send \$1.00 for my Recipes telling all you want to know about how to manufacture Self-Rising Flour. H. B. STALEY, Marion, Va.

BAGS

FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

PATENTS

TRADE MARKS, COPYRIGHTS
AND CORPORATIONS

RICHARD J. JACKER

PATENT ATTORNEY
ESTABLISHED 1892

Monadnock Block CHICAGO, ILL.

YOU are interested in Cincinnati

—as—

it is the best cash market
in the country for Hay
and Grain, but you must

Consign

to get best results.

Our business is strictly
commission and we guar-
antee satisfactory service.

A copy of actual trans-
actions in the Cincinnati
market will be sent daily
upon request.

The Fitzgerald Bros. Co.

Members the Cincinnati Chamber of Commerce

CINCINNATI - - OHIO

THE SYKES COMPANY

930 West 19th Place, Chicago

MAKERS OF
FIREPROOF WINDOWS

WE manufacture all gauges of corru-
gated iron, either painted or gal-
vanized. We make Patent Cap Roofing,
Roll Cap Roofing, "V" Crimped Roofing,
Metal Ceilings, etc., etc.

We make a specialty of

Corrugated Iron and
Metal Roofing
For Grain Elevators

And take contracts either for material alone or job completed.
Write us for prices. We can save you money.

FIRES-CASUALTIES

The elevator at Ortonville (R. F. D. from Wau-
keee), Iowa, was wrecked by a severe storm last
month.

The house of the Durbin Farmers' Elevator Com-
pany at Durbin, N. D., was damaged by lightning
on May 28.

The elevator and flour mill at Knox, Ind., was
destroyed by fire last month, entailing a loss of
\$25,000 with insurance, \$10,000.

The flour and feed establishment of Henry Hen-
ning at Pittsburgh, Pa., was damaged by fire to
the extent of \$10,000 last month.

The office building of the W. T. Bradbury Com-
pany, grain and coal dealers at Bellflower, Ill., was
partially destroyed by fire on May 21.

J. A. Rose was painfully injured on May 22, while
remodeling the Farmers' Elevator at Buttzville, N.
D., when a large stone fell on his left leg.

Fire destroyed the hay and grain stores of E.
H. Kuhlman at St. Louis, Mo., with a loss estimated
at \$9,000, partially covered by insurance.

Lightning started a fire in the elevator of the
Farmers' Co-operative Association at De Smet, S. D.,
on June 3, which nearly destroyed the house.

The elevator of the Western Elevator Company at
Eyebrow, Sask., was completely destroyed by fire
on May 26, with more than 15,000 bushels of grain.

The elevator of the Powers Elevator Company at
Britton, S. D., was partially destroyed by fire on
June 3, the flames having been caused by lightning.

On May 22, the Norfolk Mill at Norfolk, Neb.,
including a grain warehouse, was destroyed by fire,
resulting in a loss of \$20,000 with about \$10,000 in-
surance.

Louis Long, an employe of the Neola Elevator
Company, at Harmon, Ill., suffered a broken rib and
other injuries, while at work in the elevator on
May 23.

Two elevators with a number of other buildings
at Sanborn, Iowa, were wrecked by a cyclone on
June 5. The entire property damage was estimated
at \$150,000.

Wolfe Brothers' elevator at Wolcottville, Ind.,
was totally destroyed by fire last month, together
with about 70 per cent of the stock. Lightning
caused the fire.

The barns of the Valentine Groh Elevator at Bed-
ford, Ohio, were burned on June 6, together with
harness, wagons and a stock of feed. The loss was
estimated at \$5,000.

The house of the Royal Elevator Company at
Swift Current, Sask., was completely destroyed by
fire on May 16. It contained no grain and was
fully covered by insurance.

Last month the plant of the Collinsville Mill &
Power Company at Collinsville, Texas, including a
5,000-bushel elevator, was burned, following the
explosion of a barrel of gasoline.

Walter L. Roloson, aged 55 years, head of Rolo-
son & Co., grain dealers, Chicago, was seriously in-
jured on May 18, when he was struck by a street
car.

Adolph Furst's hay, straw and feed barn at Nice-
town, Philadelphia, was struck by lightning and
destroyed by fire recently. The building was valued
at \$6,000.

The elevator of Stockdale & Deitz at Rock Rapids,
Iowa, collapsed last month, owing to a weakened
foundation, and about 20,000 bushels of oats were
spilled on the ground.

Arthur E. Pratt's large warehouse at Albany, N.
Y., a part of which was used for storage of grain,
was destroyed by fire on May 22, causing damage
estimated at \$300,000. The loss included 1,000 tons
of hay.

Fire of unknown origin completely destroyed the
elevator of W. J. Culbertson at Delavan, Ill., on
May 24. There was no grain in the house and the
loss to the owner above the insurance was esti-
mated at \$2,000.

Fire on May 30 destroyed the flour and feed mills
and the grain and coal warehouses of the J. B.
Curry estate at Swatara, Pa. The loss included 3,000
bushels of wheat, milling machinery and two box
cars, the estimated damage being \$50,000.

Spontaneous combustion is believed to have
started the fire which destroyed the storage barn of
R. C. Benson, grain dealer at Moline, Ill., on May 28.
The building was 40x100 feet in size and was valued
at \$1,200, while the stock, consisting of hay, straw,
dairy feed and salt, was worth about \$1,500, making

the total loss about \$2,700. The entire loss was
covered by insurance and Mr. Benson expects to
rebuild.

During a severe storm at Duluth, Minn., on May
25, the top of the working-house section of the Great
Northern Elevator "X" was lifted and carried sev-
eral hundred feet by the wind, entailing a loss
estimated at \$20,000.

Fire destroyed the hay shed of the J. Cushing
Company at Waltham, Mass., last month, together
with about 60 tons of baled hay and straw, entail-
ing a loss of more than \$1,000. Locomotive sparks
are believed to have started the fire.

The house of the Cutler Grain Company at South
Farmingham, Mass., was destroyed by fire on May
15, together with a large quantity of oats, corn and
millfeed. The loss amounted to \$10,000, with no
insurance on the building, although the contents
were covered.

The corrugated iron warehouse of the Wm. H.
Kramer Company, hay and grain dealers at Cin-
cinnati, Ohio, was damaged by fire on May 16, the
flames probably caused by spontaneous combustion.
About six carloads of hay were ruined by fire and
water, but the loss probably did not exceed \$1,000.
The feed warehouse of the Baltimore & Ohio Rail-

road at Benwood, Ohio, was burned recently, re-
sulting in a loss of about \$800. The building was
well filled with hay and grain.

The Allerton Elevator at Allerton, Ill., was en-
tirely destroyed by fire on June 3, together with a
quantity of corn. The loss is thought to be partially
covered by insurance. The house was owned by
Harry Allen, of Broadlands, Ill., who was attending
the Grain Dealers' Association at Cairo, Ill., on the
day of the fire.

A small elevator at Kasbeer, Ill., owned by E. L.
Brokaw, recently burned, the blaze presumably
caused by lighting. The house contained about
500 bushels of grain, covered by insurance, while
the building was partially covered by insurance.
The total loss was about \$2,000. Mr. Brokaw will
not rebuild at once but may do so later.

Fire, on May 13, destroyed the 50,000-bushel clean-
ing elevator at Kasota, Minn., owned by the P. B.
Mann Elevator Company, of Minneapolis, Minn.,
causing a loss of \$25,000, partially covered by in-
surance. The engine house and office building lo-
cated a short distance from the elevator escaped
injury. The house was erected about six years ago.
This is the second elevator at Kasota destroyed by
fire within the past year.

Fire destroyed H. H. Walland's elevator at Mc-
Canna, N. D., on May 13, entailing a loss of \$30,000,
\$12,000 on the building and \$18,000 on the contents.
The damage on the building was partially covered
by \$9,000 insurance while there was about \$16,000
insurance on the stock. The blaze originated in
the upper part of the building from a hot journal
and destroyed approximately 15,000 bushels of
wheat, 11,000 bushels of barley, 2,000 bushels of
oats and 1,000 bushels of corn.

OBITUARY

Henry Littlefield, a member of the Boston Cham-
ber of Commerce, died at his home in Brookline on
May 20.

A. B. Broughton, secretary of Reid's Sons, well-
known grain firm of Norfolk, Va., died at his home
in that city on May 12.

William George Hill, for many years an exporter
of grain, died at Smyrna, Del., on May 17. Mr.
Hill was a member of the Philadelphia Commercial
Exchange.

John H. Carr, manager of the line of farmers'
elevators in the neighborhood of Plentywood, Mont.,
recently died, and his body was taken to Duluth,
Minn., for burial.

Charles E. Maloney, aged 54 years, recently passed
away at Muncie, Ind. Mr. Maloney was a grain
dealer and prominent in the affairs of the Indiana
Grain Dealers' Association.

Aubrey C. Wilkinson, for many years engaged in
the grain and feed business at Knightstown, Ind.,
recently passed away, aged 44 years. He is sur-
vived by his wife and two children.

John D. Soames, a pioneer trader on the Chicago
Board of Trade, died on May 14 at the home of his
son in Chicago. Mr. Soames was born in Vermont
92 years ago and came to Chicago in 1859.

James H. Elmore, who was engaged in the grain
business at Milwaukee, Wis., at one time, and a
pioneer of Green Bay, Wis., died on June 1, aged 71
years. Mr. Elmore formerly served as mayor of
Green Bay.

John Stuckwisch, grain buyer and bookkeeper for
the Valier & Spies Milling Company, Marine, Ill.,
with his wife and her brother, was instantly killed
on May 15, when the automobile he was driving was
struck by a train.

C. H. Hilke, vice-president of the Hilke Hay &
Grain Company, St. Louis, Mo., died several days
ago. Mr. Hilke had been associated with the hay
and feed business on the St. Louis Merchants' Ex-
change for many years.

Andrew M. Byc, aged 63 years, a member of the
grain shipping firm of Gailey, Davis & Co., Philadel-
phia, Pa., died recently. Mr. Byc was a member of
the former firm of Peter Wright & Sons which was
succeeded by Gailey, Davis & Co.

Burtis W. Gale, pioneer grain dealer and for 50
years a member of the Cincinnati Chamber of Com-
merce, passed away at his home in Cincinnati on
May 14, after a lingering illness. Mr. Gale was
born at Tiffin, Ohio, and served in the Commissary
Department during the Civil War. After the war
he went to Cincinnati and became identified with
the produce firm of Newhall, Clark & Co., and later
formed a partnership with Mr. Newhall, under the

firm name of Newhall, Gale & Co., grain, flour and
hay dealers. For several years he served as a di-
rector of the Chamber of Commerce. His wife and
three sons, two of which were engaged in business
with their father, survive him.

Following a duel with a sheriff on the street at
Anamosa, Iowa, Henry Nordman, a grain buyer,
shot himself, dying instantly on May 13. The
sheriff had attempted to arrest the grain man on a
charge of forgery, when the latter began shooting.

William Wadell Beatty, for many years a di-
rector of the Pittsburgh Grain & Hay Exchange,
passed away at his home in Aspinwall, Pa., re-
cently, aged 49 years. Mr. Beatty was connected
with the grain firm of R. S. McCague & Co. for 28
years.

Robert A. Ritchie, manager of the Northern Ele-
vator Company at Manitowoc, Wis., died at Chi-
cago on May 16, following an operation. Mr.
Ritchie was a member of the Milwaukee Chamber
of Commerce. He is survived by his wife and sev-
eral children.

The death of Philemon Benedict Wood recently
occurred at his home in Connersville, Ind. Mr.
Wood was 84 years of age and had been prominent
in the grain business for many years. Before his
business activities in Connersville, he had been
engaged in business at Thorntown, Darlington and
Crawfordsville.

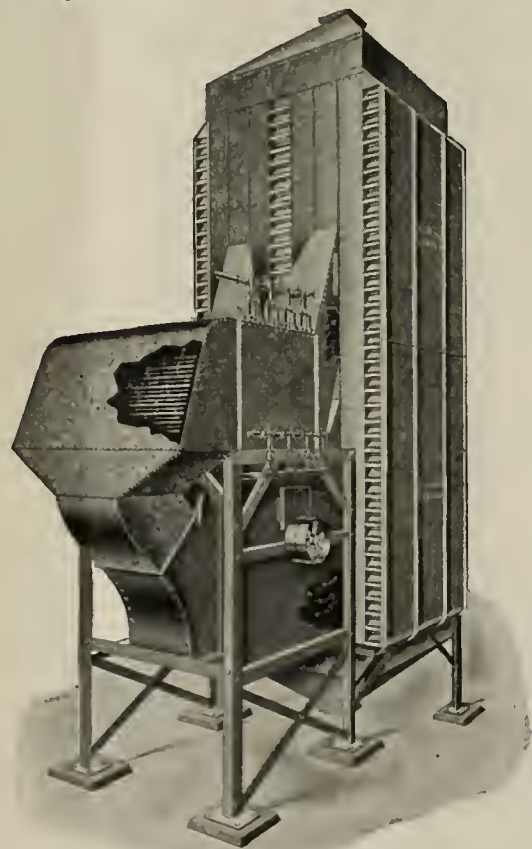
The former well-known grain speculator on the
Chicago Board of Trade, Charles J. Singer, died in
Paris on May 8. Mr. Singer was a dramatic figure
on the Board in the early eighties, starting as an
employer of D. T. Hutchinson and later was backed
financially by Sidney Kent, and became a partner
of Schwartz, Dupee & Co. He retired from active
business many years ago, and has since lived mainly
in Washington, D. C., and Paris, France.

Frederick Earle Dunn, former pit representative
of the Van Dusen-Harrington Company, Minneapolis,
Minn., and recently with Johnson, Case & Hanson,
died at Rochester, Minn., on May 15, where he went
to submit to an operation. For 25 years he had
been one of the best known figures on the trading
floor of the Minneapolis Chamber of Commerce. He
was familiarly known to the grain trade as "Jerry"
Dunn and had been an active figure in every period
of market excitement for years, including the fa-
mous Leiter deal of 1898. Mr. Dunn was born in
Canada but removed with his family when a child
to Northfield, Minn., later going to Minneapolis,
where he had spent the greater part of his life.
He was prominently identified with the work of
the Methodist Church and active in philanthropic
work. He was 55 years of age and is survived by
his wife, a son and two daughters.

FEDERAL CORN GRADES

Take Effect July 1

"Federal Corn Grades" make grain drying profitable



WITH a HESS GRAIN DRIER you can reduce the moisture content of any kind of grain or seed to any desired point. Hess Driers are used everywhere by the largest grain dealers; by the grain handling railroads; at all points of grain export; and at many points abroad.

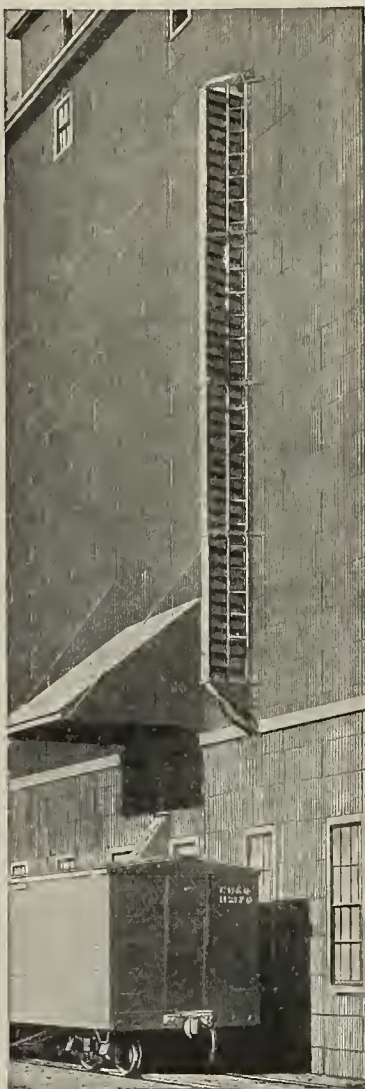
They are made in ten regular sizes, to suit any requirements, from the smallest mill to the largest export elevator.

Ask for separate booklet.

"Federal Corn Grades" penalize you for dust and musty odors

THE HESS OUTDOOR GRAIN CONDITIONER is attached to the outside of your mill or elevator. It will cool heating grain, sweeten musty or fermenting grain, cleanse and brighten dusty and dull grain, and improve the quality generally. It operates by concentration of the wind upon the grain while it is stirred and moved by gravity. No heat, no fans nor other machinery are required, and it takes up no space in your elevator. We furnish it in various sizes to meet any requirements.

The complete equipment costs \$75.00 and upward according to length. It will repay its cost many times in a single season, in improvement of grain passed through it.



"Federal Corn Grades" make the moisture test compulsory



THE ORIGINAL BROWN-DUVEL MOISTURE TESTER, with glass flasks, for gas, alcohol or gasoline; made in three sizes, two, four or six flasks. Prices, \$30.00 upward. The Original Brown-Duvel Tester conforms exactly with the requirements of Circular 72 described in paragraph 11 of the Federal Corn Grades.

The Hess Improved Moisture Tester (Brown-Duvel patent) with copper flasks, suitable for gas, gasoline, alcohol or electricity. Will test any kind of grain or seed, flour or ground feed. The use of copper flasks is economical, doing away with considerable breakage, incident to the use of glass. Fully guaranteed.

"Federal Corn Grades" require you to test corn samples for broken corn, dirt, etc.



CORN SIEVES

THESE corn sieves comply with the Government requirements (see paragraphs 8 and 9, Federal Corn grades) and consist of an upper sieve with $\frac{1}{4}$ inch holes, a lower sieve with $\frac{9}{64}$ inch holes, and a

solid bottom pan. All nest together so three separations may be made with one operation. Each section is one seamless piece of spun metal, finished in the best possible manner; prices f. o. b. cars Chicago.

13½ inch brass sieves	\$4.50 per set
13½ inch steel sieves	3.50 per set
10 inch brass sieves	3.25 per set
10 inch aluminum sieves	3.00 per set
10 inch steel sieves	2.75 per set

A discount of 10% is allowed on orders of 12 or more in one shipment.

"Federal Corn Grades" cannot be applied without accurate sample scales

THE NEW TORSION TESTER AND PERCENTAGE SCALE

THE TORSION BALANCE is used and recommended by the Department of Agriculture, and is sensitive to 1/30th of one gram. The beam indicates four measures as follows:

1. The percentage required by the Federal Corn Grades, for measuring cracked corn, foreign matter and damaged corn.
2. Grams, metric weight.
3. Ounces, avoirdupois.
4. Weights, per bushel, of all kinds grain. Price, \$17.50, f. o. b. cars Chicago.

A separate measure for measuring grain to determine the weight per bushel, is supplied on request, at an additional charge of \$1.25.

We sell also the Torsion Balance for use with the moisture tester only, price \$17.50 f. o. b. cars Chicago; a fine special laboratory balance, made for us by Fairbanks Morse & Co., for moisture tester use only, for \$15.00 f. o. b. cars Chicago; a Trip Balance for moisture tests only, price \$7.50. The last mentioned three scales include scoops and metric weights.



Hess Warming & Ventilating Co.

1210 Tacoma Building, Chicago

SEND FOR FREE COPIES OF FEDERAL CORN GRADES—PLACARD OR CELLULOID POCKET SIZE

GRAIN RECEIVERS

CHICAGO

FINLEY BARRELL & CO.**Grain — Provisions**

We will be pleased to mail our Weekly Grain Letter on application.

203 S. La Salle St. Chicago

CHICAGO

Gerstenberg & Company
COMMISSION MERCHANTS

Grain Seeds and Mill Feed
Barley a Specialty

305-315 La Salle St., CHICAGO, ILL.

CHICAGO

ARMOUR GRAIN CO.**GRAIN DEALERS**

CONSIGNMENTS SOLICITED. This department is fully equipped in every way to give the very best service in Chicago.

137 S. La Salle St. CHICAGO

OUR SPECIALTIES

Handling Consignments and Sales to Arrive.
Future Orders also Properly Executed.

When looking for Top Notch SERVICE send your business to

F. M. BAKER & CO.

Long Distance Phone 822 Webster Bldg., Chicago
Wabash 5010

HOOPER GRAIN COMPANY**OAT****Shippers**

Operate Atlantic and Grand Trunk Western Elevators
CHICAGO

HELLO!

HELLO!!

HELLO!!!

¶ In order to get the best results from a telephone conversation, you have got to have a good connection. Just so in the handling of your business. ¶ Connect with the firm that is a live wire; that will look after your interests; call for re-inspection when necessary; get good prices; make quick returns, and give you liberal treatment. ¶ In other words, make a connection with

ROSENBAUM BROTHERS, 77 Board of Trade, CHICAGO.

¶ Send us your grain to be sold on consignment. ¶ Let us bid for it when you desire to sell to arrive. ¶ You'll make no mistake (either Toledo or Chicago). ¶ Let us hear from you.

PHONE.

TELEGRAPH.

WRITE.

WM. SIMONS, Pres. and Treas. WARREN T. McCRAY, Vice-Pres.

919 POSTAL TEL. BLDG.
SAWERS GRAIN CO.
CHICAGO

TELEPHONE HARRISON 1504

GEO. L. STEBBINS, Sec'y.

W. A. WERNER
E. E. RICE, } Representatives

J. Rosenbaum Grain Co.

(INCORPORATED)

GRAIN MERCHANTS

Chicago

Ft. Worth

Terminal Elevators
KANSAS CITY, MO.**F. E. WINANS & CO.**
GRAIN AND FIELD SEEDS
COMMISSION MERCHANTS

Barley, Oats, Wheat, Corn, Rye, Timothy, Clover,
Flax, Hungarian Millet

96 BOARD OF TRADE, CHICAGO

Write us freely on all matters pertaining to grain and field seeds. Your questions fully and cheerfully answered; particular attention paid to timothy seed and grain by sample. Consignments and speculative orders receive our careful personal attention.

Nye & Jenks Grain Co.

907-913 Postal Telegraph Bldg.,

Chicago, - Illinois

J. P. GRIFFIN & COMPANY**Grain Commission**

79 BOARD OF TRADE

Long Distance Telephone
Harrison 5693

CHICAGO

NORRIS & COMPANY**Grain Merchants**

Room 42 Board of Trade CHICAGO
TELEPHONE HARRISON 627

Consignments and Hedging Orders Solicited.
Owners and Operators of the Norris Elevator, Chicago

Frank W. Hotchkiss, Howard Lipsey, Managers Domestic
Shipping and Receiving Department.



Let MILLER sell your HAY
MILLER service means Good Sales
Prompt Returns

Write MILLER before you sell
ALBERT MILLER & COMPANY
192 N. Clark Street, CHICAGO, ILL.

Clement, Curtis & Co., 211 South La Salle Street
Chicago

announce the opening of a

CASH GRAIN DEPARTMENT

to be in charge of Mr. William Thayer, for many years
connected with cash grain operations at the Chicago market.

Service first will be the rule of the house.

Consignments solicited.

GRAIN RECEIVERS

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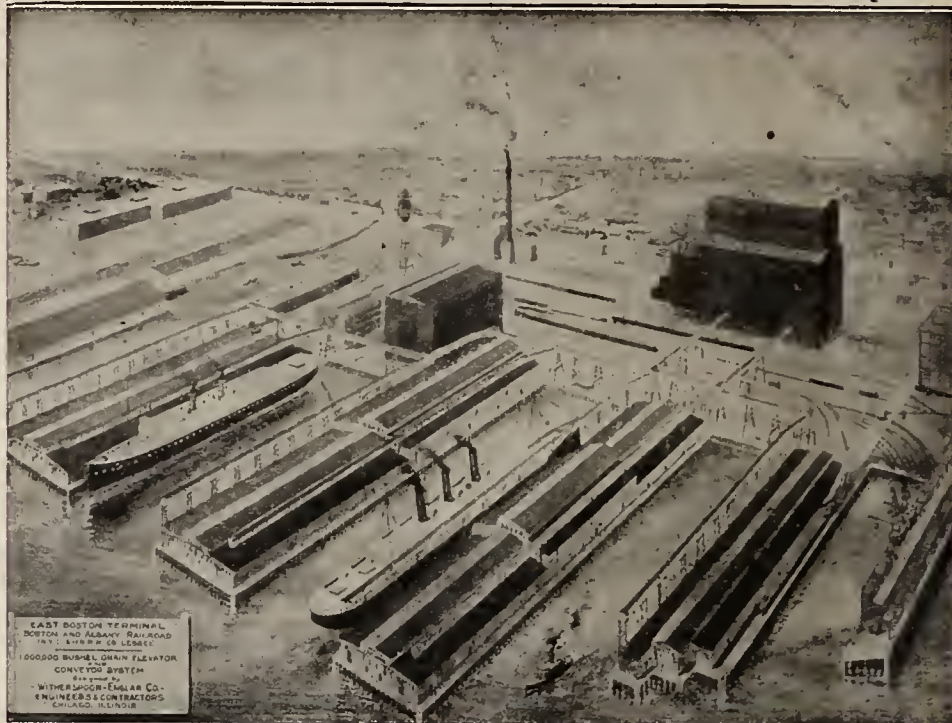
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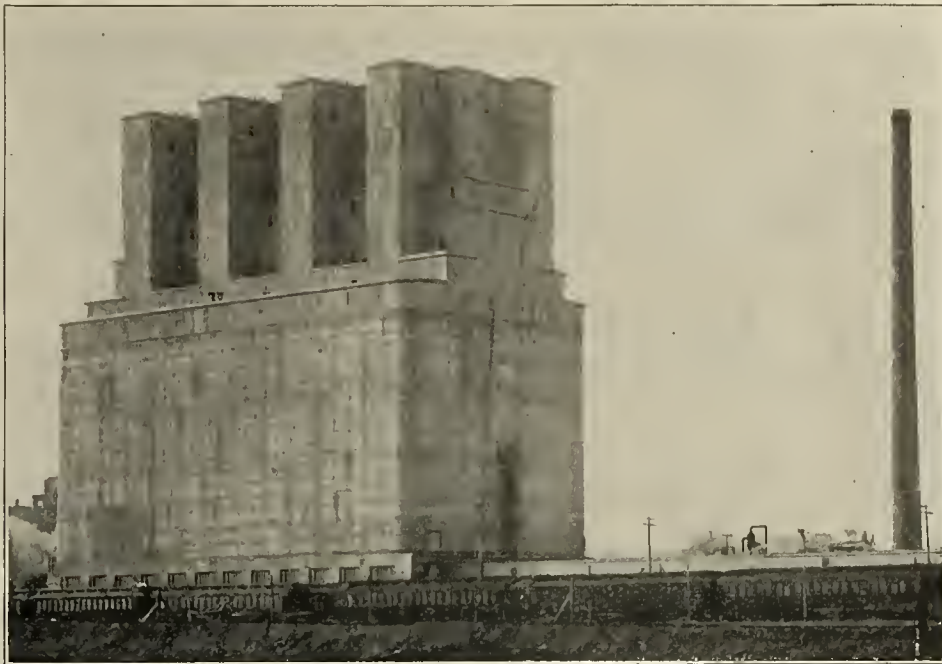
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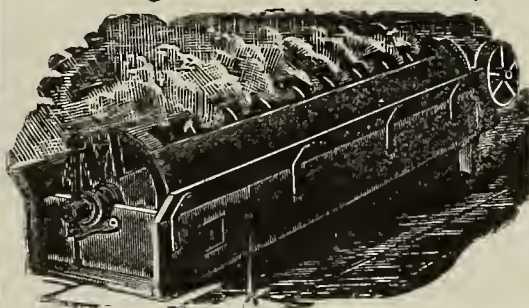
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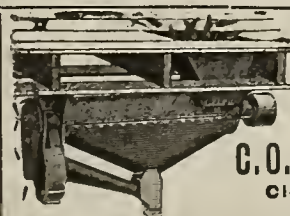
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NEW YORK, N. Y.

Brooklyn Hay & Grain Co., hay, straw and grain.†
Forbell & Co., L. W., commission merchants.*†
Keusch & Schwartz Co., grain commission.*

NORFOLK, VA.

Cofer & Co., Inc., J. H., grain.*
Cofer, Vernon L., hay, grain, feed.*†
LeGrand & Burton, grain and hay brokers.†

OMAHA, NEB.

Cavers Elevator Co., receivers and shippers.*

PEORIA, ILL.

Bowman & Co., Geo. L., grain commission.
Buckley, Pursley & Co., commission merchants.*
Dewey & Sons, W. W., grain commission.
Feltman, C. H., grain commission.†
Grier & Co., T. A., grain commission.*
Miles, P. B. & C. C., grain commission.*†
Mueller Grain Co., receivers and shippers.†
Rumsey, Moore & Co., grain commission.*
Tyng, Hall & Co., grain commission.*

PHILADELPHIA, PA.

Delp Grain Co., E. E., grain and feeds.*†
Lemont & Son, E. K., hay, grain, mill feeds.*†
Miller & Sons, L. F., receivers and shippers.*†
Richardson Bros., grain, flour, mill feeds.*

PITTSBURGH, PA.

Hack & Co., W. F., receivers and shippers.*†
McCague, R. S., grain and hay.*†
Smith & Co., J. W., grain, hay, feed.*
Stewart & Geidel, D. G., grain, hay and feed.
Walton Co., Sam'l, hay, grain, mill feeds.*†

RICHMOND, VA.

Beveridge & Co., S. T., grain, hay, feed, seeds.*†
Richardson, Jr., Co., Inc., W. F., grain and feeds.*

SALT LAKE CITY, UTAH.

Smurthwaite Grain & Milling Co., C. A., grain, flour, hay, seeds.

ST. LOUIS, MO.

Goffe & Carkener Co., receivers, grain, hay, seeds.*†
Green Commission Co., W. L., receivers, shippers, exporters.*

Langenberg Bros. & Co., receivers and shippers.*
Mullally Commission Co., Martin, com. merchants.*†
Nanson Commission Co., receivers and shippers.*
Picker & Beardsley Com. Co., grain, hay and seeds.*†
Prunty, Chas. E., grain and seeds.
Toberman, Mackey & Co., grain, hay and seeds.†

TIPTON, IND.

Urmston Grain Co., receivers and shippers.†

TOLEDO, OHIO.

Devore & Co., H. W., grain dealers.
The Goemann Grain Company, grain merchants.*†
King & Co., C. A., grain and seeds.*
Paddock-Hodge Co., receivers and shippers.*
Southworth & Co., grain and seeds.*†
Wickenhisser & Co., John, grain dealers.
Zahm & Co., J. F., grain and seeds.*

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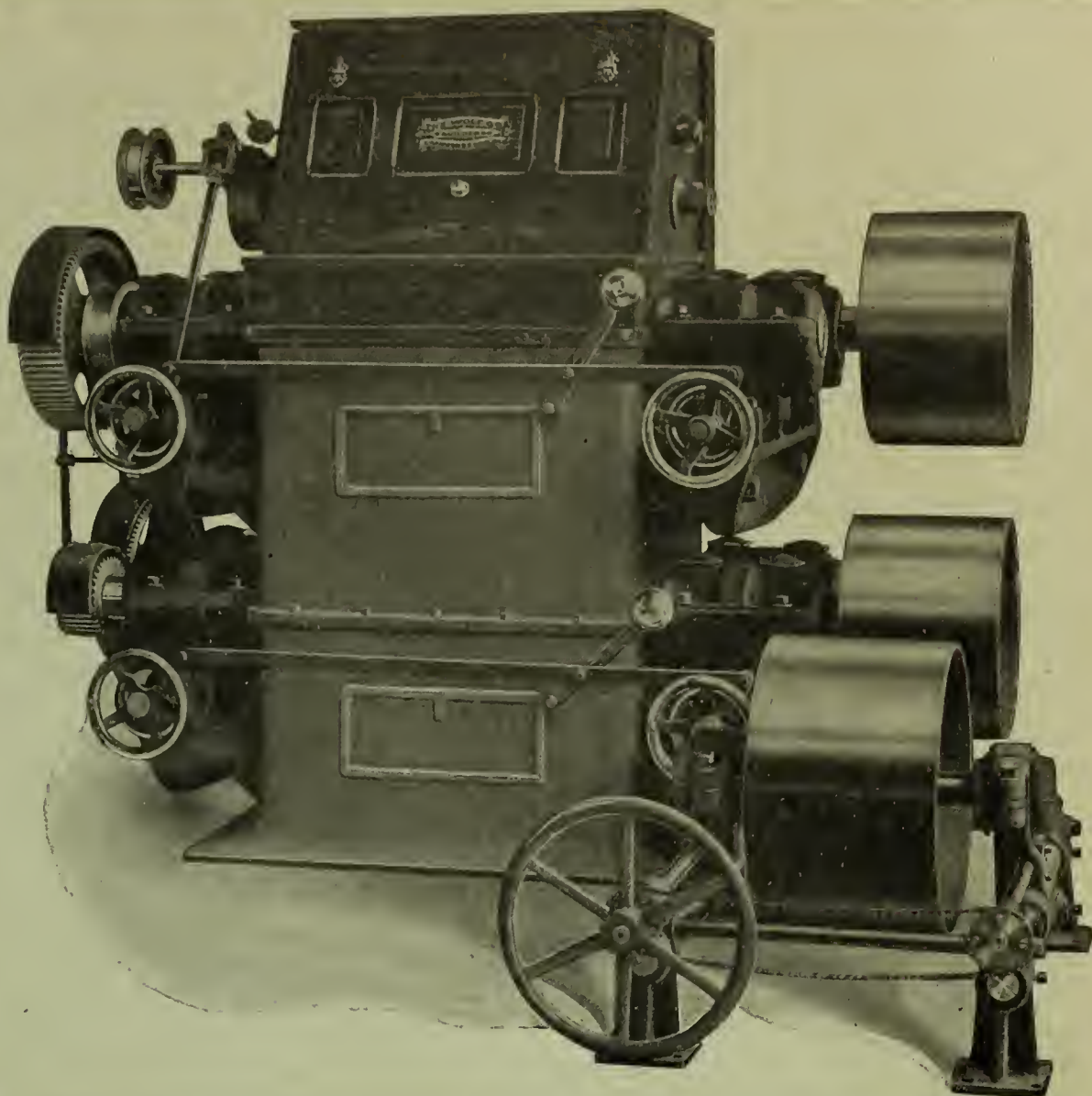
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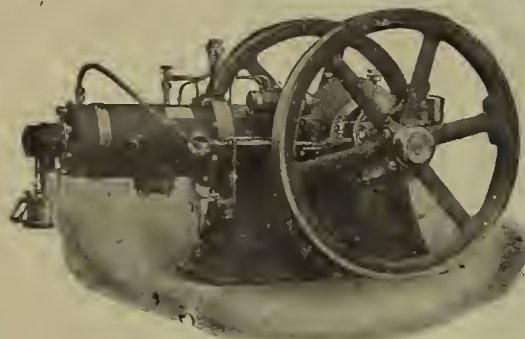
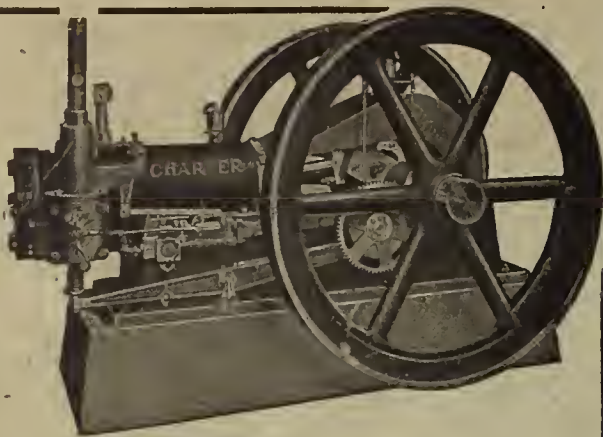
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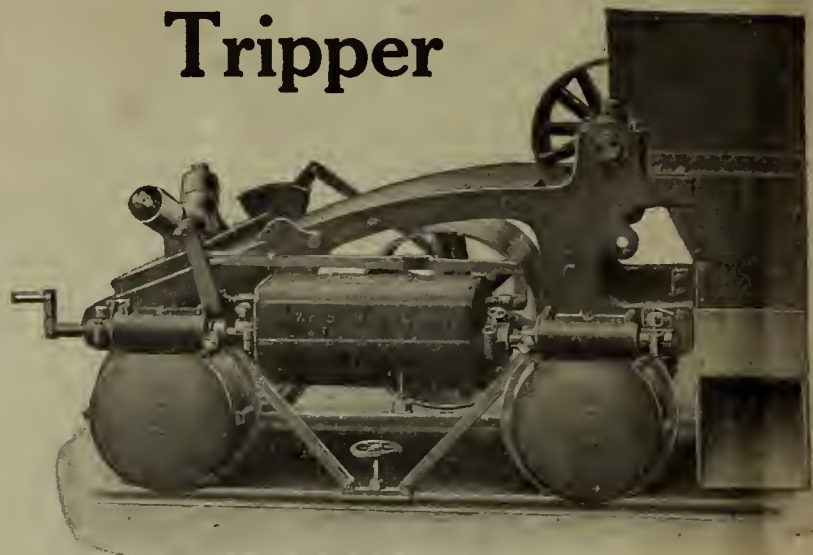
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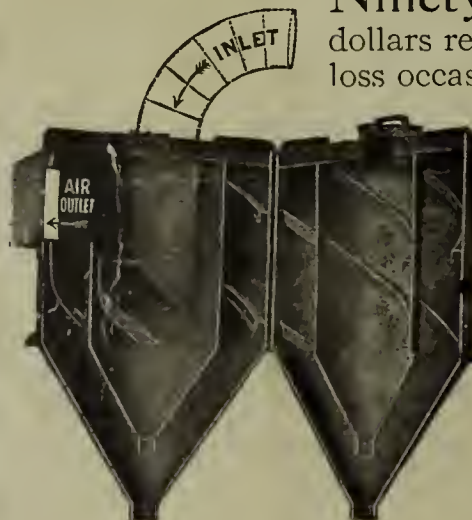
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